# There’s No Such Thing As Business Ethics

**Instructor:** Tonya Boustead

**Course Title:** Business Ethics

**Reading Assignment:**
Reading the book *There’s No Such Thing as Business Ethics*.

**Performance Objectives:**
After completion of the lesson, students will be able to:
1. Describe business ethics
2. Explain Maxwell’s argument about why there is no such thing as business ethics
3. Read a book!

**Standards:**
9-10.RST.8 Assess the extent to which the reasoning and evidence in a text support the author’s claim or a recommendation for solving a scientific or technical problem.

**Assessment**
Completion of chapter questions/study guide using Blooms Taxonomy leveled questioning

**Materials:**
Book *There’s No Such Thing as Business Ethics*
Chapter by chapter questions/study guide

**Procedure:**
**Entire Class:**
*Introduction and Method of activating prior knowledge –*

Introduce author and book to class.  
Class discussion about the title of the book and the name of our course.
Method of setting purpose –

Explain the study guide questions and how to read through the text and answer contextual questions along with evaluation questions from the text.

**Individual:**

Read chapter or section of text assigned by teacher.
Complete study guide questions

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<th>Application of Material:</th>
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<td>Helping students understand how ethics is used in the business industry. It is difficult to think about business ethics, without experience in the workforce.</td>
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<th>Extension Questions:</th>
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<tr>
<td>1. Do you agree that there is no such thing as business ethics? Why or why not?</td>
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<td>2. If there is no such thing as business ethics, why do we teach this class?</td>
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<th>Accommodations needed:</th>
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<td>I might assign smaller chunks of the text at a time to some students who are intimidated by reading the text as a whole.</td>
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1. What is the greatest opportunity you have?

2. List the eight step process recommended to develop strong character and pursue golden opportunities and explain each of them.
3. List and explain the 3 categories of excuses.

1.

2.

3.

4. What must people discipline themselves against who desire to improve their character?

1.

2.

3.

4.

5. Write and EXPLAIN Vince Lombardi’s quote about discipline.

6. Define integrity.

7. Why is it important to align your priorities with your values?
8. Describe a time in your life that you admitted you were wrong and asked forgiveness.

9. What is a good way to learn something about the character of individuals?

10. List and explain the 4 ways the author recommends keeping money from becoming a master.

   1.

   2.

   3.

   4.

11. What is the gold braid?
Please answer questions 2 and 4 from the back of the chapter on a separate sheet of paper and attach.
John C. Maxwell

There’s No Such Thing as “Business” Ethics

Name

I. Preface

Read the preface and answer the following questions.

1. Who is the “voice” of the preface? How do you know?

2. What is the author’s view of business ethics? Why does he feel this way?

Chapter 1 - Focus on responding in full sentences!

3. In addition to the Enron issue, what are TWO other examples that the author used of business scandals?

   a.

   b.

4. Why do you think the author started this book with examples of business scandals? What point was he trying to make?

5. On page 2, the author uses the word alleged in the second paragraph. What does the author mean by alleged?
6. What did *Time Magazine* report?

7. What was the final question that the public kept coming back to?

8. It isn’t just the business world that is unethical. Which three additional groups and situations were described?
   
a. 
   
b. 
   
c. 

9. Examine the chart on page 4. What type of leader holds the highest percentage of the public’s complete trust? What is the ratio of that percentage (how many people out of how many total) given in the text?

10. Three reasons are cited for people choosing to make unethical choices. Read this section carefully, and answer the following questions.

   a. **What is the first reason?**

   b. How would you explain the meaning of “ethical dilemma.”

   c. Make a PERSONAL connection to this section: have you ever “cut corners” to save time? Explain.
d. What is the second reason that people make unethical choices?

e. Why was it felt that ethics was not a suitable topic at the conference? Do you agree with that general feeling? What is your opinion of the importance of ethics in business?

f. Is winning more important than using ethical behavior? If you could cheat and get an A, or do your own work and earn a C, what would you probably do? How about if you would never get caught?

g. What is the third reason that people make unethical choices?

h. Define relativism, and give ONE example of it. You will have to read page 8 closely, and then summarize.

11. At the bottom of page 8 and at the top of page 9, a course description is explained. How does the author of this book feel about that course description? What previous information has helped you to form this opinion?
12. What is meant by “transparency”? Describe what it means in the context of this book.

13. Three marketplace solutions are offered for those with ethical transgressions. List them, and describe each:

a.

b.

c.

14. When the author is talking about companies forcing employees to take remedial ethics classes, what is he referring to?

15. What is the winning equation described by the author?

Please answer questions #1 & #2 from the back of the chapter. Be sure to use full sentences.

1.

2.
Chapter 2
Rate yourself on the following scale.

1. I am always ethical
2. I am mostly ethical
3. I am somewhat ethical
4. I am seldom ethical
5. I am never ethical

1. Which one best applies to you?

2. Why did you rate yourself this way? Please give specific examples of situations that made you feel that is where you fit on the scale.

3. What is the Golden Rule?

4. Please reflect on the following quotes from the chapter. Give your ideas along with the author’s.

“Ethics entails action; it is not just a topic to mull or debate.”

“A case can also be made for the golden rule using common sense.”
“One of the wonderful things about the golden rule is that it makes the intangible tangible.” (pg. 27)

5. Why should you and I adopt The Golden Rule?

6. Who wins with The Golden Rule?

Please answer Discussion Question 3 from the back of the chapter.

3.
The Golden Rule Begins With You

1. List the 6 main ways that people want to be treated.

   1.
   2.
   3.
   4.
   5.
   6.

2. What does it mean to you to be valued?

3. How did Mission Controls show their employees that they were valued?

4. How does the book say you can let people know that you appreciate them?
5. What did George MacDonald say about being trusted and do you agree with him? Why or why not?

6. List 3 ways that the survey discovered that companies could build trust with employees.

7. Your own ideas - Write 5 rules of respect that you promise to live by. You can use the rules from the book as an example.

   1. 

   2. 

   3. 

   4. 

   5. 

8. What lesson are some companies in the United States relearning?

Answer discussion questions 2, 3 & 4 from the back of the chapter on a separate sheet of paper and attach it.
1. What was coach Mark Richt’s focus?

2. What has Richt introduced into the University of Georgia football program to promote his new focus?

3. “Talent is a gift - Character is a choice.” Do you agree with the author? Why or why not?

4. List the three types of people the author talks about.
   1.
   2.
   3.

5. Do you believe it is harder to make the right choices with big decisions or small decisions? Explain yourself.
6. What does predictability have to do with being trustworthy?

7. Who is someone in your life that you could ask to hold you accountable?

8. Explain the *Washington Post* test. Do you believe it could work for you? Why or why not?

9. Explain how J.C. Penney earned enough money to buy his clothes when he was a kid.

10. What was the original name of J.C. Penney’s stores?

11. What do you think it means to live a 24-Karat-Gold life?

Answer discussion questions 2, 3 & 5 from the back of the chapter on a separate sheet of paper and attach it.
There’s No Such Thing as Business Ethics Essay

You’re going to use the interview questions that you asked a parent and a friend to write your essay. Your essay needs to be one page handwritten. Here are some questions to answer in your essay. They are not separate essay questions, it should be one continual essay about ethics.

Essay Question

Between yourself, the friend you interviewed and the parent you interviewed …

In your opinion, who is the most ethical? Support your answer. Between your friend and parent, which one influenced your personal ethics more? Why? Has your idea of ethics changed since the beginning of this class? What did you learn from reading John Maxwell’s “There’s No Such Thing As Business Ethics”? 

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There’s No Such Thing as “Business” Ethics - Conclusion

Name: _________________________________

You need to interview 2 people about their ethics. The first should be a parent and the second a friend. We are interested in finding out the differences between an adult’s answers and a student’s. The friend should not be another student in this class. Please ask them the following questions and 3 questions of your own. Record the answers from both people.

Interviewee #1 – Friend’s Name _________________________________

1. What is your definition of ethics?

2. What does The Golden Rule mean to you? How do you use it in your life?

3. How did you develop your own ethical standards? Did they come from your parents or someone from your childhood? From a religious source? From a friend or mentor?

4. Rate yourself on the following ethical scale and explain why.
   5    I am always ethical
   4    I am mostly ethical
   3    I am somewhat ethical
   2    I am kind of ethical
   1    I am rarely ethical
Interviewee #2 – Parent’s Name _____________________________

1. What is your definition of ethics?

2. What does The Golden Rule mean to you? How do you use it in your life?

3. How did you develop your own ethical standards? Did they come from your parents or someone from your childhood? From a religious source? From a friend or mentor?

4. Rate yourself on the following ethical scale and explain why.
   5    I am always ethical
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   3    I am somewhat ethical
   2    I am kind of ethical
   1    I am rarely ethical
Now you are answering the ethics questions yourself. Don’t forget to answer your 3 additional questions on the back of the paper.

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