

Brief Contents

Preface xvii

Acknowledgments xxvii

Unit 1 Ethical Theory, Philosophical Foundations, Our Reasoning Flaws, Types of Ethical Dilemmas, and You 2

Section A Understanding Ourselves and Ethical Lapses 3

Section B Ethical Theory and Philosophical Foundations 14

Section C The Types of Ethical Dilemmas 23

Section D Our Reasoning Flaws 33

Section E Analyzing and Resolving Ethical Dilemmas 48

Unit 2 Solving Ethical Dilemmas in Business 82

Section A Business, Ethics, and Individuals: How Do They Work Together? 84

Section B What Gets in the Way of Ethical Decisions in Business? 101

Section C Resolving Ethical Dilemmas in Business 120

Unit 3 Business, Stakeholders, Social Responsibility, and Sustainability 152

Section A Business and Society: The Tough Issues of Economics, Social Responsibility, Stakeholders, and Business 153

Section B Applying Social Responsibility and Stakeholder Theory 189

Section C Social Responsibility and Sustainability 218

Section D Government as a Stakeholder 227

Unit 4 Ethics and Company Culture 230

Section A Temptation at Work for Individual Gain and That Credo 231

Section B The Organizational Behavior Factors 240

Section C Accounting and Governance Factors 271

Section D The Structural Factors: Governance, Example, and Leadership 305

Section E The Industry Practices and Legal Factors 340

Section F The Fear-and-Silence Factors 366

Section G The Culture of Goodness 390

Unit 5	Ethics and Contracts	398
Section A	Contract Negotiations: All Is Fair and Conflicting Interests	399
Section B	Promises, Performance, and Reality	419
Unit 6	Ethics in International Business	436
Section A	Conflicts Between the Corporation's Ethics and Business Practices in Foreign Countries	437
Section B	Bribes, Grease Payments, and "When in Rome..."	465
Unit 7	Ethics, Business Operations, and Rights	480
Section A	Workplace Safety	481
Section B	Workplace Loyalty	489
Section C	Workplace Diversity and Atmosphere	501
Section D	Tough Issues and Confrontation in the Workplace	512
Unit 8	Ethics and Products	532
Section A	Advertising Content	533
Section B	Product Safety	538
Section C	Product Sales	562
Unit 9	Ethics and Competition	580
Section A	Covenants Not to Compete	581
Section B	All's Fair, or Is It?	589
Section C	Intellectual Property and Ethics	602
	The Ethical Common Denominator (ECD) Index: The Common Threads of Business Ethics	607
	Alphabetical Index	617
	Business Discipline Index	621
	Product/Company/Individuals Index	627
	Topic Index	657