

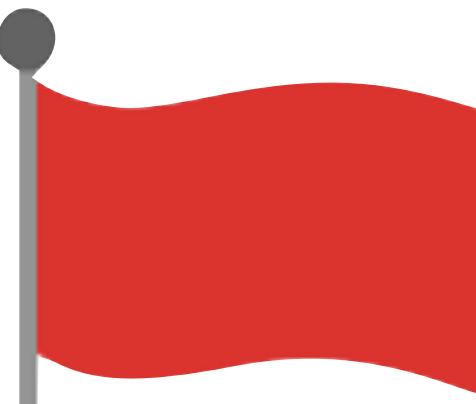
ETHICAL RED FLAGS

If anyone makes the following statements, you can expect that something unethical is about to happen



1. "I can make sure you win the work."
2. "No-one will ever know".
3. "It sounds too good to be true."
4. "Everyone does it".
5. "Don't worry. It's the way things are done here".
6. "It isn't specifically forbidden".
7. "No-one will get hurt".
8. "We can hide it".
9. "Well maybe just this once".
10. "As long as it gets done".
11. "We didn't have this conversation".
12. "I don't want to know".
13. "How about some creative accounting?".

HOW DO YOU MAKE ETHICAL DECISIONS?



1. Harris test: Do the benefits outweigh both the short and long term harm done?
2. Reversibility test: Would I think this a good choice if I traded places?
3. Colleague test: What would my professional colleagues say?
4. Legality test: Would my choice violate a law or a policy of my employer?
5. Publicity test: How would my decision look on the front of tomorrow's paper?
6. Common practice test: What if everyone behaved that way?
7. Wise relative test: What would my grandmother say?
8. Hiding test: Do I want people to know what I am doing?
9. Self respect test: How will I feel about myself after making this choice?