

Resolving ethical issues

Business



Resolving Ethical Issues Ethical guidelines and the relevant moral s are very important in the world of business. It is the duty of every businessperson to stick to honesty and avoid lies and overvaluing of productions. The underlying moral issues in the case study relate to the inability of Ted to lower the price. It is clear that the property is overvalued at the price that Ted is asking. The other underlying moral issue is the directive for Mary to lie to Ted that the Reverend needs the machines. The aim is to push Ted to lower the value of the property. The moral value that stands to be compromised is honesty.

The facts surrounding the major ethical dilemma is the establishment of honesty, which should take precedence in all business transactions. It is a fact that Ted St. Clair is a miser who will not agree to reduce the price no matter what. Moby Dick has been on the market for a very long time, and Ted has not considered reducing his asking price. The second fact is that Reverend Smith intends to use the building for a good cause, which will benefit the community. Third, Reverend Smith has no use for the machines. He would not want Mary to lie on his behalf. Fourth, it would be unethical for Mary to lie to Ted that the buyer needs the machines. It is also unethical for Ted to overvalue his property. Mary is undecided whether she should lie to Ted about the machines to make him drop his asking price for the property. She would help Reverend Smith to get the property and use it for a good cause. Alternatively, she would tell Ted the truth, which means he will not reduce the price. Consequently, Reverend Smith will not afford the property. There are several alternatives that Mary can pursue to solve the ethical dilemma. First, Mary can tell Ted the trust and explain what Reverend Smith intends to do with the property. She can appeal to the human side of Ted to

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consider reducing the price for the Reverend to get the product. Second, Mary can arrange a meeting for Ted and Reverend Smith to discuss business and reach a deal. Third, Mary can decide to follow the advice given by George and lie about the machines to make Ted reduce the asking price.

Based on normative ethics, an action can be considered right or wrong depending on the factors surrounding the decision. Mary can decide to focus on the person and the outcome of the action. She can lie to Ted to get him to lower the price. She would make it possible for Reverend Smith to get the property and use it for a good cause. According to normative ethics, a decision is considered moral based on the underlying intentions. In this case, Mary will be acting with good intentions as pointed by George.

Some of the Biblical principles that can be used to guide Mary's action include the principles emulated in the story of Rehab, who had to lie to save the spies in Jericho. Rehab is counted in the genealogy of Christ and counted among the faithful (Hebrews 11). Rehab's story proves that sometimes it is necessary to lie for the good of the masses. Mary will be lying to help in saving many youths who will have a place to spend time and nurture talent.