

Ethics

[Finance](#)



Ethics Case Analysis Ethics is the branch of philosophy that deals with the determination of what is right or wrong. Ethics is about morality and not laws. Organizations have a duty to ensure that their operations, rules and regulations, and organizations policies do not adversely affect its stakeholders. In the case, the stakeholders that affected are the managers, customers and sales personnel, and other employees. In as much as the main goal of businesses is to increase their profitability by becoming efficient and effective in their operations, the obligations it has on its stakeholders must be upheld (Bader 12). First, the decentralized managers are under pressure to improve their operations. This means that they suffer from psychological problems including stress by having to work for long period or implement very discriminating and harsh work conditions. The sales representatives are also forced to apply unethical ways to increase their sales turnover. This could be harmful to the business long-term image. Moreover, the consumers' welfare is likely to be breached if quality control procedures are compromised in order to reduce operation costs. Customers have the right to get quality products free from any harm. The managers of the corporations are in a dilemma of having to increase their performance through unethical ways or face termination of their services or demotions. They are torn on whether to breach the welfare of the customers or go against the company requirement. The sales personnel too have to embrace unethical ways to increase sales and this could force them to give wrong information for sales to be realized. Achievement of business goals can be attained by not necessarily becoming unethical (Bader 13). National products corporations should set realistic goals and motivate their employees to increase their level of commitment and effectiveness for the organization.

The managers should as well be given the required tools and be involved in goal setting. Adherence to their customers' requirements and expectations will also reduce the unethical practices. Stakeholders demands should be integrated in the business (Bader 12). In conclusions, businesses must remain committed at meeting their stakeholders' expectations without engaging in unethical practices.

Work Cited

Bader, Christine. " Manifesto for the Corporate Idealist." The Magazine of Corporate Responsibility (2011): 12-13.