

1. Business ethics provides a guarantee of profitability.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Why Business Ethics?

*KEYWORDS:* Bloom's: Knowledge

2. Unethical behavior is not necessarily illegal behavior.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What is Ethics?

*KEYWORDS:* Bloom's: Knowledge

3. A lack of business ethics can result in a lack of business goodwill.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Why Business Ethics?

*KEYWORDS:* Bloom's: Comprehension

4. Business ethics is the application of standards for moral reasoning to business dilemmas.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What is Business Ethics?

*KEYWORDS:* Bloom's: Application

5. Situational ethics is also known as moral relativism.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What is Business Ethics?

*KEYWORDS:* Bloom's: Comprehension

6. Natural law and positive law are one and the same theories of moral standards.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What is Business Ethics?

*KEYWORDS:* Bloom's: Comprehension

7. Milton Friedman's standard for business social responsibility is one that requires a company to do all that it can for its community.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Comprehension

8. The inherence school is one that follows the standard of society's interest coming first.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Comprehension

9. The enlightened self-interest school manager serves only the shareholder.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Comprehension

10. Invisible hand managers do not become involved in social issues.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Comprehension

11. The social-responsibility school holds that businesses profit by being responsive to society.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Comprehension

12. Business self-regulation has been effective in solving social problems.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethics as a Strategy

*KEYWORDS:* Bloom's: Application

13. Giving a false impression, although not actually an untruth, is still an ethical violation.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What are the Categories of Ethical Dilemmas?

*KEYWORDS:* Bloom's: Comprehension

14. A code of ethics is an individual firm's behavior standard for employees.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Knowledge

15. Most businesses today do not have a code of ethics.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Knowledge

16. Condoning unethical behavior is an ethical breach.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Categories of Ethical Dilemmas

*KEYWORDS:* Bloom's: Knowledge

17. Personal choices and lifestyles have no impact on one's business ethics.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Knowledge

18. The "front page of the newspaper test" is an application of whether conduct gives the appearance of impropriety.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Resolution of Business Ethical Dilemmas

*KEYWORDS:* Bloom's: Application

19. The first question of the Blanchard/Peale model for resolving ethical dilemmas is whether the conduct is legal.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Resolution of Business Ethical Dilemmas

*KEYWORDS:* Bloom's: Application

20. Whether everyone else does it is one method for evaluating the ethics of a particular course of action.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Resolution of Business Ethical Dilemmas

*KEYWORDS:* Bloom's: Application

21. "I was just following orders," is a defense in law and a test for ethical behavior.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Why We Fail to Reach Good Decisions in Ethical Dilemmas

*KEYWORDS:* Bloom's: Comprehension

22. Sexual harassment is a form of interpersonal as well as organizational abuse.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What are the Categories of Ethical Dilemmas?

*KEYWORDS:* Bloom's: Application

23. A relativist asks why someone is engaged in unethical or illegal conduct before determining whether the conduct is right or wrong.
- a. True
  - b. False

**ANSWER:** True  
**POINTS:** 1  
**DIFFICULTY:** Moderate  
**NATIONAL STANDARDS:** United States - BUSPROG: Ethics  
**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking  
**TOPICS:** What is Business Ethics?  
**KEYWORDS:** Bloom's: Application

24. "That's the way it has always been done," is a phrase that often signals ethical difficulties.
- a. True
  - b. False

**ANSWER:** True  
**POINTS:** 1  
**DIFFICULTY:** Easy  
**NATIONAL STANDARDS:** United States - BUSPROG: Ethics  
**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking  
**TOPICS:** Why We Fail to Reach Good Decisions in Ethical Dilemmas  
**KEYWORDS:** Bloom's: Analysis

25. The first question of the *Wall Street Journal* model is whether the conduct complies with the law.
- a. True
  - b. False

**ANSWER:** True  
**POINTS:** 1  
**DIFFICULTY:** Easy  
**NATIONAL STANDARDS:** United States - BUSPROG: Ethics  
**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking  
**TOPICS:** Resolution of Business Ethical Dilemmas  
**KEYWORDS:** Bloom's: Knowledge

26. In the *Parable of the Sadhu*, the hikers are certain the religious pilgrim survived.

- a. True
- b. False

**ANSWER:** False

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Why Business Ethics?

**KEYWORDS:** Bloom's: Comprehension

27. In the *Parable of the Sadhu*, the hikers' climb is successful.

- a. True
- b. False

**ANSWER:** True

**POINTS:** 1

**DIFFICULTY:** Easy

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Why Business Ethics?

**KEYWORDS:** Bloom's: Knowledge

28. Ethics can provide a strategic advantage for companies.

- a. True
- b. False

**ANSWER:** True

**POINTS:** 1

**DIFFICULTY:** Easy

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Why Business Ethics?

**KEYWORDS:** Bloom's: Knowledge

29. A 2012 Joseph Institute study found nearly half of high school students copied homework from other students.

- a. True
- b. False

**ANSWER:** False

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** What is Ethics?

**KEYWORDS:** Bloom's: Knowledge



30. Rationalization is an effective means of analysis for ethical issues.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Why We Fail to Reach Good Decisions in Ethical Dilemmas

*KEYWORDS:* Bloom's: Application

31. An ombudsperson and/or ethics hotline are both critical to an ethical culture in a company.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Knowledge

32. The least corrupt countries have the most stable economies.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethical Issues in International Business

*KEYWORDS:* Bloom's: Analysis

33. "Everybody else does it" is a valid test for determining whether conduct is ethical.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Why We Fail to Reach Good Decisions in Ethical Dilemmas

*KEYWORDS:* Bloom's: Analysis

34. Warren Buffett follows the Front-Page-of-the-Newspaper test as a guide for his businesses.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Resolution of Business Ethical Dilemmas

*KEYWORDS:* Bloom's: Application

35. Compliance with the law meets all ethical standards.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethical Standards: Positive Law and Ethics

*KEYWORDS:* Bloom's: Application

36. The level of cheating in high schools and colleges is declining.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What is Ethics?

*KEYWORDS:* Bloom's: Knowledge

37. Sarbanes-Oxley is the most extensive regulation of companies since the 1933 and 1934 Securities laws.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Knowledge

38. An anonymous reporting system is a requirement for companies under Sarbanes-Oxley.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Knowledge

39. Having a code of ethics does not reduce a company's sentence under the federal sentencing guidelines.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Application

40. A company that self-reports a legal violation risks a higher penalty.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Comprehension

41. Training employees in ethics is a factor that reduces a company's sentence under the federal sentencing guidelines.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Comprehension

42. The either/or conundrum is an example of moral relativism.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What is Business Ethics?

*KEYWORDS:* Bloom's: Application

43. Pressure contributes to the use of the either/or test for resolving ethical dilemmas.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Application

44. The 2012 corruption index shows that Somalia is considered the most corrupt country.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethical Issues in International Business

*KEYWORDS:* Bloom's: Knowledge

45. Trust is not critical to investment or economic success.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethical Issues in International Business

*KEYWORDS:* Bloom's: Comprehension

46. Ethics consists of the unwritten rules we apply in both business and personal lives.

- a. True
- b. False

**ANSWER:** True

**POINTS:** 1

**DIFFICULTY:** Easy

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** What is Ethics?

**KEYWORDS:** Bloom's: Knowledge

47. "When in Rome, do as the Romans do," is an example of moral relativism.

- a. True
- b. False

**ANSWER:** True

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Ethical Issues in International Business

**KEYWORDS:** Bloom's: Application

48. Conflicts of interest can result in the use of *quid pro quo*.

- a. True
- b. False

**ANSWER:** True

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** What are the Categories of Ethical Dilemmas?

**KEYWORDS:** Bloom's: Application

49. The 2009 Corruption Perceptions Index lists Denmark as the least corrupt country.

- a. True
- b. False

**ANSWER:** False

**POINTS:** 1

**DIFFICULTY:** Easy

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Ethical Issues in International Business

**KEYWORDS:** Bloom's: Knowledge

50. "It's a gray area," if it applies, means that the conduct you are evaluating is ethical, so long as you stay in the gray area.
- a. True
  - b. False

*ANSWER:* False  
*POINTS:* 1  
*DIFFICULTY:* Moderate  
*NATIONAL STANDARDS:* United States - BUSPROG: Ethics  
*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking  
*TOPICS:* Why We Fail to Reach Good Decisions in Ethical Dilemmas  
*KEYWORDS:* Bloom's: Application

51. Rationalization is one form of ethical analysis.
- a. True
  - b. False

*ANSWER:* False  
*POINTS:* 1  
*DIFFICULTY:* Moderate  
*NATIONAL STANDARDS:* United States - BUSPROG: Ethics  
*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking  
*TOPICS:* Why We Fail to Reach Good Decisions in Ethical Dilemmas  
*KEYWORDS:* Bloom's: Comprehension

52. When Hilton Hotels hired Ross Klein and Amar Lalvani from Starwood Hotels, Klein and Lalvani took many electronic documents with them from Starwood. What they did was simply good business and presented no ethical problems.
- a. True
  - b. False

*ANSWER:* False  
*POINTS:* 1  
*DIFFICULTY:* Challenging  
*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking  
*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking  
*TOPICS:* What are the Categories of Ethical Dilemmas?  
*KEYWORDS:* Bloom's: Analysis

53. The “Tony Bennett Factor” refers to the importance of adhering to values as a key to long-term success.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Importance of Ethics in Business Success and the Costs of Unethical Conduct

*KEYWORDS:* Bloom's: Comprehension

54. The regulatory cycle provides an opportunity for self-regulation during the latency stage.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethics as a Strategy

*KEYWORDS:* Bloom's: Synthesis

55. Once a legal loophole has been used to the advantage of business and the disadvantage of a customer, the number of options for self-regulation declines.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethics as a Strategy

*KEYWORDS:* Bloom's: Synthesis

56. When Danica Patrick stated she would take performance-enhancing drugs if she would never get caught, she was just saying what everyone else does in a highly competitive field, so it is not unethical.
- a. True
  - b. False

*ANSWER:* False  
*POINTS:* 1  
*DIFFICULTY:* Challenging  
*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking *STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking  
*TOPICS:* Why We Fail to Reach Good Decisions in Ethical Dilemmas  
*KEYWORDS:* Bloom's: Analysis

57. To obtain the protections and benefits of the sentencing guidelines, companies must have a code of ethics.
- a. True
  - b. False

*ANSWER:* True  
*POINTS:* 1  
*DIFFICULTY:* Easy  
*NATIONAL STANDARDS:* United States - BUSPROG: Ethics  
*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking  
*TOPICS:* Creation of an Ethical Culture in Business  
*KEYWORDS:* Bloom's: Application

58. To obtain the protections and benefits of the sentencing guidelines, companies must have some form of anonymous reporting.
- a. True
  - b. False

*ANSWER:* True  
*POINTS:* 1  
*DIFFICULTY:* Easy  
*NATIONAL STANDARDS:* United States - BUSPROG: Ethics  
*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking  
*TOPICS:* Creation of an Ethical Culture in Business  
*KEYWORDS:* Bloom's: Application



59. Ethics are key to the success of economic systems.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethics Issues in International Business

*KEYWORDS:* Bloom's: Knowledge

60. Corruption impedes economic development.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethical Issues in International Business

*KEYWORDS:* Bloom's: Comprehension

61. The statement, "What's good for GM is good for the country," is an example of the thoughts of a manager from the:

- a. inherence school.
- b. enlightened self-interest school.
- c. social responsibility school.
- d. invisible hand school.

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

62. According to the 2012 Corruption Perception Index, which country is perceived as the least corrupt?
- Denmark
  - Somalia
  - New Zealand
  - Iceland

*ANSWER:* c  
*POINTS:* 1  
*DIFFICULTY:* Easy  
*NATIONAL STANDARDS:* United States - BUSPROG: Ethics  
*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking  
*TOPICS:* Ethical Issues in International Business  
*KEYWORDS:* Bloom's: Knowledge

63. Which of the following statements is true about an ethical business?
- It will always be profitable.
  - It will always satisfy all stakeholders.
  - It will always survive over the long run.
  - It will avoid the consequences of unethical behavior.

*ANSWER:* d  
*POINTS:* 1  
*DIFFICULTY:* Moderate  
*NATIONAL STANDARDS:* United States - BUSPROG: Ethics  
*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking  
*TOPICS:* Why Business Ethics?  
*KEYWORDS:* Bloom's: Synthesis

64. Which of the following is not always a result of unethical behavior?
- loss of trust
  - loss of goodwill
  - loss of profits
  - strained relations with regulators

*ANSWER:* c  
*POINTS:* 1  
*DIFFICULTY:* Moderate  
*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking  
*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking  
*TOPICS:* Why Business Ethics?  
*KEYWORDS:* Bloom's: Knowledge

65. A manager at a chemical weapons plant discovered that toxic by-products from chemical manufacturing at the plant are simply put in barrels and stacked near the boundary lines of the plant property. Children in the homes near these boundaries have an unusually high rate of kidney disease. The manager does not want to disclose the barrels' contents because he will lose his job and the town will lose its major employer. Which of the following ethical tests would support the manager's decision?
- Wall Street Journal* model
  - ethical relativism
  - Blanchard/Peale model
  - "front page of the newspaper test"

ANSWER: b

POINTS: 1

DIFFICULTY: Challenging

NATIONAL STANDARDS: United States - BUSPROG: Reflective Thinking

STATE STANDARDS: United States - OH - AICPA: BB-Critical Thinking

TOPICS: Resolution of Business Ethical Dilemmas

KEYWORDS: Bloom's: Evaluation

66. Which of the following models has a question that requires analysis of the effect of a decision on stakeholders?
- Blanchard/Peale
  - Wall Street Journal* model
  - Does the conduct comply with the law?
  - all of the above

ANSWER: b

POINTS: 1

DIFFICULTY: Moderate

NATIONAL STANDARDS: United States - BUSPROG: Ethics

STATE STANDARDS: United States - OH - AICPA: BB-Critical Thinking

TOPICS: Resolution of Business Ethical Dilemmas

KEYWORDS: Bloom's: Comprehension

67. Milton Friedman's philosophy on corporate behavior is:
- a business serves its shareholders best by serving the community.
  - a business serves its shareholders best by serving society at large.
  - a business serves its shareholders best by serving regulatory interests.
  - a business serves its shareholders best by serving shareholders.

ANSWER: d

POINTS: 1

DIFFICULTY: Moderate

NATIONAL STANDARDS: United States - BUSPROG: Ethics

STATE STANDARDS: United States - OH - AICPA: BB-Critical Thinking

TOPICS: Social Responsibility

KEYWORDS: Bloom's: Comprehension

68. An inherence school company would become involved in a residential property tax for schools only if:
- the community would benefit from the tax.
  - government leaders are in favor of the tax.
  - the issue would affect the company's performance.
  - community leaders favored it.

*ANSWER:* c

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

69. The invisible hand school and the inherence school:
- both serve society primarily.
  - both refuse involvement in social issues.
  - are proactive in legislation for social issues.
  - believe long-term success comes from social responsibility.

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

70. Which of the following is not an ethical breach?
- taking things that do not belong to you
  - giving or allowing false impressions
  - perpetrating interpersonal abuse
  - All of the above are ethical breaches.

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What are the Categories of Ethical Dilemmas?

*KEYWORDS:* Bloom's: Knowledge

71. Which of the following is not a consequence of poor ethical choices by company?

- a. loss of reputation
- b. loss of earning power
- c. additional regulation
- d. All of the above are consequences of poor ethical choices.

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Why Business Ethics?

*KEYWORDS:* Bloom's: Application

72. A parents' group and the National Association of Teachers is concerned about the lyrics on the albums of some rock music groups and has expressed the concern publicly. Capitol Records adopted a voluntary labeling system that provides warning labels on albums that contain explicit lyrics about sex, drugs, or satanic worship. Capitol's action is an example of a:

- a. nonmandated ethical response.
- b. waste of shareholder dollars according to Milton Friedman.
- c. violation of shareholder rights.
- d. none of the above

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

73. Which of the following is not a question for the Blanchard/Peale test for ethical behavior?

- a. Is it legal?
- b. Does it follow industry code?
- c. Is it balanced?
- d. How does it make me feel?

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Resolutions of Business Ethical Dilemmas

*KEYWORDS:* Bloom's: Knowledge

74. Which of the following actions would be permitted under the Friedman philosophy of business involvement in social issues?
- a. a corporate contribution to a shelter program for runaway teenagers
  - b. a corporate contribution to a pro-choice organization
  - c. a corporate contribution to Mother Teresa's worldwide organization
  - d. a corporate contribution to a mass transit system that will serve the offices of the company throughout the city

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

75. Under which of the schools is the corporation best served by serving only the shareholders?
- a. inherence school
  - b. enlightened self-interest school
  - c. invisible hand school
  - d. social responsibility school

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Knowledge

76. Which school most parallels the Friedman model for social responsibility?
- a. inherence school
  - b. enlightened self-interest school
  - c. invisible hand school
  - d. social responsibility school

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Knowledge

77. An employer instituted a wellness program for all employees. The wellness program includes an exercise facility and several pay incentives for losing weight, quitting smoking, or beginning an exercise program. The program is not required under any state or national laws. Which of the following schools of social responsibility applies to this employer?
- inherence school
  - enlightened self-interest school
  - invisible hand school
  - social responsibility school

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

78. A law firm in the Phoenix area provides "sick care" for employees' children. Sick care can be used when the child is too ill to go to school or its regular care facility. The law firm manager claims the program has cut down on sick days taken by employees to care for sick children. The program is an illustration of which type of social responsibility school?
- inherence school
  - enlightened self-interest school
  - invisible hand school
  - social responsibility school

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

79. Which of the following is not an indication of a company environment ripe for unethical behavior?
- intense competition threatening survival
  - employees with few or no personal values
  - employees who are independent
  - compensation incentive system tied only to sales

*ANSWER:* c

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Analysis

80. The policy on travel reimbursement at Public Service Company is that receipts for meals under \$25.00 are not required. Internal auditors at Public Service have recently discovered that 80 percent of all meal submissions are in a range from \$12.50 to \$12.99. When one manager is questioned about his submissions and those of his employees he responds, "So, they make a little bit on meals - it helps their miserable salaries." The manager's evaluation:
- a. demonstrates an ethical commitment to his employees.
  - b. is ethical since no one is really harmed.
  - c. demonstrates a lapse in the company's ethical culture.
  - d. is an example of Christian consequentialism.

ANSWER: c

POINTS: 1

DIFFICULTY: Challenging

NATIONAL STANDARDS: United States - BUSPROG: Reflective Thinking

STATE STANDARDS: United States - OH - AICPA: BB-Critical Thinking

TOPICS: Creation of an Ethical Culture in Business

KEYWORDS: Bloom's: Comprehension

81. Which of the following is not a benefit of using ethics as a business strategy?
- a. firm's profits increase
  - b. affords opportunity for planning
  - c. creates goodwill in the community
  - d. All of the above are benefits.

ANSWER: a

POINTS: 1

DIFFICULTY: Moderate

NATIONAL STANDARDS: United States - BUSPROG: Ethics

STATE STANDARDS: United States - OH - AICPA: BB-Critical Thinking

TOPICS: Why Business Ethics?

KEYWORDS: Bloom's: Comprehension

82. The "front page of the newspaper test":
- a. was developed by Laura Nash.
  - b. is the same as the *Wall Street Journal* test.
  - c. was developed by Blanchard/Peale.
  - d. uses the perspective of an objective reporter.

ANSWER: d

POINTS: 1

DIFFICULTY: Easy

NATIONAL STANDARDS: United States - BUSPROG: Ethics

STATE STANDARDS: United States - OH - AICPA: BB-Critical Thinking

TOPICS: Resolution of Business Ethical Dilemmas

KEYWORDS: Bloom's: Knowledge



83. In the *Parable of the Sadhu*:

- a. the lesson of personal values vs. organizational or group values is drawn.
- b. the lesson that the rules of business prevail over personal values is drawn.
- c. the lesson of survival of the fittest is given.
- d. the lesson of "every man for himself" is critical for business survival.

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Why Business Ethics?

*KEYWORDS:* Bloom's: Comprehension

84. In international business:

- a. there are no ethical rules.
- b. corruption facilitates commerce.
- c. trust and honesty are required for investment and economic growth.
- d. a company must operate by a set of rules different from its U.S. rules.

*ANSWER:* c

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethical Issues in International Business

*KEYWORDS:* Bloom's: Knowledge

85. Which of the following is not an element of the Nash test?

- a. Will I feel as good over the long term about this decision?
- b. Is it legal?
- c. How did I get into this situation in the first place?
- d. Could I discuss this decision with the affected parties?

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Resolution of Business Ethical Dilemmas

*KEYWORDS:* Bloom's: Knowledge

86. Which of the following is not important for capitalism to function?
- a. consumer confidence
  - b. absence of corruption
  - c. grease payments
  - d. risk takers comfortable with trustworthiness of government officials
  - e. All of the above are necessary for capitalism.

*ANSWER:* c

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethical Issues in International Business

*KEYWORDS:* Bloom's: Synthesis

87. Milton Friedman's view of the social responsibility of business is best described as:
- a. the social responsibility of a business is to make money within the rules of the game.
  - b. the social responsibility of a business should be dictated by its managers.
  - c. the social responsibility of a business requires it to be environmentally clean.
  - d. businesses have no social responsibility.
  - e. none of the above

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Comprehension

88. Which of the two following groupings of ethical thought would you describe as opposites?
- a. natural law and moral relativism
  - b. moral relativism and situational ethics
  - c. natural law and religious beliefs
  - d. moral absolutes and natural law
  - e. none of the above

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What is Business Ethics?

*KEYWORDS:* Bloom's: Analysis

89. Which of the following ethical models incorporates conscience into the decision-making process?

- a. Front-page-of-the-newspaper test
- b. *Wall Street Journal* test
- c. Blanchard and Peale model
- d. Positive law
- e. none of the above

**ANSWER:** c

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Resolution of Business Ethical Dilemmas

**KEYWORDS:** Bloom's: Knowledge

90. Enron Corporation filed for bankruptcy following a number of revelations about its accounting procedures. Enron used a complex structure of corporations and off-the-books debt to mask its true financial picture from the markets. When asked about the propriety of Enron's reporting methods, many analysts have responded, "They simply did what most corporations do." Their comments:

- a. reflect analysis under the Nash model.
- b. reflect analysis under the Blanchard/Peale model.
- c. reflect rationalization.
- d. reflect *Wall Street Journal* analysis.
- e. none of the above

**ANSWER:** c

**POINTS:** 1

**DIFFICULTY:** Challenging

**NATIONAL STANDARDS:** United States - BUSPROG: Analytic

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Why We Fail to Reach Good Decisions in Ethical Dilemmas

**KEYWORDS:** Bloom's: Analysis

91. Enron's failure to disclose its off-the-book debts was legal. Which of the following ethical categories do you think apply to that type of financial reporting?
- a. balancing ethical dilemmas
  - b. giving or allowing a false impression
  - c. taking unfair advantage
  - d. both b and c
  - e. none of the above

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What are the Categories of Ethical Dilemmas?

*KEYWORDS:* Bloom's: Application

92. Which of the following statements best describes the ethical position of Enron executives?
- a. If it's legal, its ethical.
  - b. If we are under pressure to keep the stock price up, we do what it takes.
  - c. Everybody does it.
  - d. both a and b

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Analytic

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What are the Categories of Ethical Dilemmas?

*KEYWORDS:* Bloom's: Analysis

93. Which of the following is not a requirement of Sarbanes-Oxley?
- a. code of ethics
  - b. ethics hotline (anonymous)
  - c. ethics officer
  - d. both a and c

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Knowledge

94. Sarbanes-Oxley is:
- a. a philosophical school that serves society first
  - b. federal legislation that imposed ethics requirements on corporations
  - c. an international accounting treaty
  - d. the former CEO of World.Com

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Knowledge

95. The Corruptions Perceptions Index compiled by Transparency International:
- a. shows that all countries' governments are corrupt.
  - b. shows a correlation between corruption and the lack of economic development.
  - c. shows corruption is acceptable in most countries.
  - d. none of the above

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethical Issues in International Business

*KEYWORDS:* Bloom's: Comprehension

96. An example of unethical behavior in the New York City and Boston marathon races was committed by:
- a. Elise McDonough
  - b. Martha Stewart
  - c. Rosie Ruiz
  - d. Danica Patrick

*ANSWER:* c

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What are the Categories of Ethical Dilemmas?

*KEYWORDS:* Bloom's: Knowledge

97. Jane Eyring works for PharmaMeds, Inc. Jane is a physician-scientist who is responsible for running the pilot tests on PharmaMed's new oral spray medication for individuals with adult onset diabetes. Jane has discovered that if those in the test group do not spray the medicine correctly or if they spray for too short of a time, the medicine is not effective, or as effective, and insulin shock has resulted in a few of the patients. Jane talks with one of her colleagues who responds, "Look, there's no need to stop the testing or the drug's release. Just tell them in the test and in the brochures that will be with the spray, 'Spray correctly! If you do not, you may not receive your necessary dose.'" Jane is not sure anyone can be 100% accurate in spraying all the time. What risks does the company run if the spray doesn't work for the patients?

- a. fines and penalties
- b. litigation by patients who become ill
- c. damage to its reputation
- d. all of the above

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Why Business Ethics?

*KEYWORDS:* Bloom's: Synthesis

98. Jane Eyring works for PharmaMeds, Inc. Jane is a physician-scientist who is responsible for running the pilot tests on PharmaMed's new oral spray medication for individuals with adult onset diabetes. Jane has discovered that if those in the test group do not spray the medicine correctly or if they spray for too short of a time, the medicine is not effective, or as effective, and insulin shock has resulted in a few of the patients. Jane talks with one of her colleagues who responds, "Look, there's no need to stop the testing or the drug's release. Just tell them in the test and in the brochures that will be with the spray, 'Spray correctly! If you do not, you may not receive your necessary dose.'" Jane is not sure anyone can be 100% accurate in spraying all the time. Whom is affected by Jane's decision, regardless of what decision she makes?

- a. shareholders
- b. customers
- c. Jane and her reputation
- d. all of the above

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Synthesis

99. Why does the late Dr. Milton Friedman feel that managers should not involve their companies in social issues?
- a. they are agents of the shareholders and should act in their best interests
  - b. companies lose money when they are socially responsible
  - c. economic studies show businesses that are socially responsible make less money
  - d. all of the above

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Challengings

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

100. Which country is perceived as the most corrupt country in the 2012 Corruption Perceptions Index?
- a. Iraq
  - b. Iran
  - c. Somalia
  - d. Singapore

*ANSWER:* c

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Ethical Issues in International Business

*KEYWORDS:* Bloom's: Knowledge

101. Tim Donaghy was a referee for the NBA. Mr. Donaghy began betting in 2003 on NBA games. He also provided tips to other gamblers on who would win games in which he was serving as a referee. Mr. Donaghy's actions:
- a. were illegal under federal law, but not an ethical breach.
  - b. were a conflict of interest.
  - c. were not a breach of ethics because he used the money he made for a summer camp for underprivileged children.
  - d. none of the above

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What are the Categories of Ethical Dilemmas?

*KEYWORDS:* Bloom's: Application

102. Michael Chertoff was the head of the Department of Homeland Security. Mr. Chertoff paid 25 cents to the federal government each time a personal fax came to him at his federal office. Mr. Chertoff's actions:
- a. are meant to establish an effective tone at the top.
  - b. are unnecessary because there is no ethical breach when you have no control over who sends faxes.
  - c. are inconsequential for the agency.
  - d. none of the above

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Creation of an Ethical Culture in Business

*KEYWORDS:* Bloom's: Application

103. "If you think what we're doing now is bad, you should have seen 10 years ago at this company..." is an example of:
- a. ethical analysis.
  - b. rationalization.
  - c. comparative or relative ethics.
  - d. both a and c

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Why We Fail to Reach Good Decisions in Ethical Dilemmas

*KEYWORDS:* Bloom's: Application



104. Discuss the following advertising issues and determine whether the ads are ethical.

- a. Mrs. Butterworth's syrup has a label that states there is "Grade A Butter" in the syrup. The fine print on the label describes "0.4 percent butter" in the "syrup product."
  
- b. Carnation Coffeemate Lite is advertised as having "50% LESS FAT." The claim is true but there is less than 0.5 grams of fat eliminated from Lite as compared to regular Coffeemate. It is important to understand that the average American consumes 100 grams of fat per day.

The students should address the issues of whether the ad is legal (it is) and then move on to whether it is balanced and how it would make them feel to have a product using these descriptions. The example is similar to the manner in which

- a. some grocers display strawberries in the store: Only the ones on top are good, and the description or appearance may mislead the customer. The student should also discuss the fallout from such claims when consumers discover the discrepancy: loss of goodwill and public relations problems with resultant effect on sales.

ANSWER:

Students should take the same approach as in answer (a) because the advantages of trying to use a health concern to sell products when there is little the product does to help can create a feeling of opportunism on the part of the company. In

- b. this case, the ad seems worse than the syrup because there are health consequences associated with this advertising. Presently the FDA and FTC are examining the issue of product advertising with respect to health claims and the use of the words lite, light, fat-free, and cholesterol-free.

POINTS:

1

DIFFICULTY:

Challenging

NATIONAL STANDARDS:

United States - BUSPROG: Ethics

STATE STANDARDS:

United States - OH - AICPA: BB-Critical Thinking

TOPICS:

What are the Categories of Ethical Dilemmas?

KEYWORDS:

Bloom's: Analysis

105. Harvard University recently sold most of its investments in tobacco companies. The investments were quite profitable for the Harvard endowment. Derek Bok, who was Harvard's president at that time, said the divestiture was prompted by recognition of the dangers of smoking and concern over aggressive marketing tactics to promote tobacco products to teenagers and in countries where the dangers of smoking are not widely known. Bok stated the university was "motivated by a desire not to be associated as a shareholder with companies engaged in significant sales of products that create a substantial and unjustified risk of harm to other human beings." Harvard owned \$58 million in tobacco company shares. An investment analyst noted that Harvard's action will have a "strong ripple effect across the country." Evaluate the actions of Harvard and evaluate the conduct of the tobacco companies to this point using both the Blanchard/Peale model and the moral reasoning process.

**ANSWER:** Neither Harvard nor the tobacco companies are doing anything illegal. Cigarettes are still lawful products in the United States and around the world, so the product is not illegal. Harvard's actions are a reflection of how the investment makes them feel because of the medical harm to individuals and the aggressive marketing techniques. Under the moral reasoning process, Harvard uses the moral standard that they do not want to be associated with any activity that causes significant harm to other human beings. Data indicate that smoking produces such harm. Without divestiture, Harvard would be unethical since there is harm to individuals. The tobacco firms could apply the same reasoning process but have not. Their data indicate the harm is not clear and they have not reached the Harvard conclusion. Furthermore, there are other moral standards such as the freedom to choose on the part of the consumer that creates conflicts for the tobacco companies' moral reasoning process. Their attitude under Blanchard/Peale appears to stop after the question of whether the activity is legal.

**POINTS:** 1

**DIFFICULTY:** Challenging

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics  
United States - BUSPROG: Reflective Thinking

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Social Responsibility

**KEYWORDS:** Bloom's: Comprehension

106. The breakfast cereal aisle of the grocery store is a delightful place with boxes decorated with Barbie, Ninja Turtles, and Batman. The boxes are filled with toys, special offers, and plenty of sugar in the cereal. Several parent groups are concerned about the marketing techniques, the sugar levels, and the diet of American children. One group proposed regulation on the location of the boxes in the aisles (they should be placed in a way that eliminates the snazzy boxes from the child's view). Discuss the ethics of the cereal manufacturers in their marketing approaches. What action would a firm in the social responsibility school take?

**ANSWER:** Nothing illegal is being done, but the firms are taking advantage of childhood fantasies and cartoon images to sell cereals that may not be nutritionally sound. The children and their parents are stakeholders, and a socially responsible firm would take independent action or propose regulation regarding advertising constraints and cereal content and the placement of the boxes as temptations in the stores. The attitude would be that good nutrition is good for society and therefore the product should be nutritious.

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** What are the Categories of Ethical Dilemmas?

**KEYWORDS:** Bloom's: Application

107. ABC, Inc. is the manufacturer of a line of bumper stickers and T-shirts that display the phrase "Sex, Drugs, and Rock & Roll." Evaluate the ethical posture of the firm.

**ANSWER:** The firm is doing nothing illegal. If it is answering to its shareholders, the sales are being made and it is following the Friedman creed. However, the socially responsible firm would pause to consider the effect such a phrase would have on society and the contribution it is making by seeing that the phrase is well distributed. The firm is making a profit, but at what cost?

**POINTS:** 1

**DIFFICULTY:** Challenging

**NATIONAL STANDARDS:** United States - BUSPROG Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Social Responsibility

**KEYWORDS:** Bloom's: Analysis

108. The Alabama Attorney General recently filed suit in federal court in Montgomery, Alabama, alleging that Maytag secretly reconditioned defective microwave ovens at its Magic Chef plant in Anniston, Alabama; altered their serial numbers; and sold them as new. Janis Cooper, a vice president for Maytag, says the company is reviewing its procedures at the plant and that Maytag "considers the trust of our customers very important." Regardless of whether the allegations are true, what problems will Maytag experience as a result of the incident?

**ANSWER:** General loss of consumer trust; public relations difficulties; drop in sales; case is an excellent illustration of how even the taint of unethical behavior can be very costly to a firm.

**POINTS:** 1

**DIFFICULTY:** Challenging

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

United States - BUSPROG: Reflective Thinking

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Why Business Ethics?

**KEYWORDS:** Bloom's: Analysis

109. A bar and restaurant located directly next to the edge of the campus at Arizona State University is called "The Dash Inn." The Inn is a favorite stop for students and is generally very crowded in the afternoon and evenings. When a student uses a credit card to pay his or her tab at the Dash Inn, the receipt for the student and the credit card data have recorded automatically at the top, "The Dash Inn Bookstore." Why do the receipts have this inscription at the top? What ethical problems do you see with this inscription?

**ANSWER:** The Dash Inn is attempting to help the students disguise from spouses and families their true spending habits. No one is likely to challenge receipts from a bookstore. But it does make the Dash Inn a participant, indeed the instigator, in an ethical breach of giving or allowing false impressions.

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** What are the Categories of Ethical Dilemmas?

**KEYWORDS:** Bloom's: Application

110. Ralph Dewey is an assistant superintendent in the Maple Leaf school district. Mr. Dewey's job is to award contracts for all facilities management. Dewey awarded an asbestos removal contract to his brother's firm. Discuss the ethical issues. What models could have helped Dewey in his decision-making process?

*ANSWER:* Ralph has a conflict of interest in awarding the contract to his brother's firm.  
*Tests:* Newspaper Test  
Could I discuss this with the superintendent?  
Is it balanced?

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Resolution of Business Ethical Dilemmas

*KEYWORDS:* Bloom's: Application

111. Anna Woodruff is the purchasing manager for Allied Transport. One of Allied suppliers has just had a Schwinn bicycle delivered to Anna as a gift. What should she do?

*ANSWER:* Anna has a conflict. Those she awards contracts to are offering compensation.

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What are the Categories of Ethical Dilemmas?

*KEYWORDS:* Bloom's: Application

112. As video games have become more advanced, some of the games have also increased in violence. While the games are rated, many of the advertisements for the games are targeted for a market who are not supposed to buy them under the rating system. Discuss the ethical issues in these marketing strategies.

*ANSWER:* Students should discuss the social responsibility issues in touting violence in games for younger children and even adults. They might also discuss parental roles, the impact on society of these games, and the ethics of the marketing of the games. Students may also want to discuss whether or not the game companies and marketing companies have and/or use ethics officers.

*POINTS:* 1

*DIFFICULTY:* Challenging

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

113. During the 2002 Winter Olympics in Salt Lake City, one of the French judges on the judging panel for the pairs ice skating competition indicated that she felt pressure to vote for the Russian team, the team that was awarded the gold medal for the competition. She indicated that there would be a *quid pro quo*, that is, the Russian judge would then vote for the French team in the ice dancing competition. Following the award of the medal in the pairs competition, there was international outcry because the silver medal Canadian duo had skated flawlessly whereas the Russian team had several flaws in its performance. The International Olympic Committee (IOC) awarded a second gold medal to the Canadian team and launched an investigation and vowed to reform judging practices and rules. Discuss the ethical issues in this case and be sure to discuss why these types of deals among judges create problems.

**ANSWER:** This is the introduction of corruption into this system - that of Olympic competition. To the extent that participants believe there is a fixed competition, they will choose to not compete or will begin to try to win using the existing system, thus introducing more corruption. When decisions are not based on merit and performance, the result is either the system collapses from no participation or corruption only increases. The same is true of economic systems, as discussed in the book.

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics  
United States - BUSPROG: Reflective Thinking

**TOPICS:** What are the Categories of Ethical Dilemmas?

**KEYWORDS:** Bloom's: Application

114. Discuss some similarities of the countries listed as the most corrupt in the 2012 Corruption Perceptions Index.

**ANSWER:** The top 5 countries listed are Somalia, Korea (North), Afghanistan, Myanmar, and Uzbekistan. There is a strong correlation between perceived unethical behavior and the lack of economic development in a country.

**POINTS:** 1

**DIFFICULTY:** Easy

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Ethical Issues for International Business

**KEYWORDS:** Bloom's: Knowledge

115. Google was asked by the Justice Department to turn over information about users who were running searches for child pornography. Google refused to turn over the information to the federal government. Discuss the ethical issues Google was grappling with in making its decision.

**ANSWER:** The two values in conflict are Google's protection of its users' privacy – divulging information – and permitting abuse (child pornography is indeed a pernicious activity and society has an interest in protecting children from such predatory activity). Google opted to have privacy as the greater value, but the students can explore the implications of that decision. They might also explore whether Google can get out of the either/or conundrum by perhaps warning users about its cooperation with authorities on federal investigations. Computer users can then opt for a different avenue for search or take the risk of being identified.

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics  
United States - BUSPROG: Reflective Thinking

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** Resolution of Business Ethical Dilemmas

**KEYWORDS:** Bloom's: Comprehension

116. Sarah Blankenship was traveling for business. She took a cab from the office where she was doing her company assignment to the airport. As she paid the cab driver, she asked for a receipt and the driver insisted that she take two receipts, one that was blank so that she could fill it in and “get a little extra from her company for travel reimbursement.” Sarah accepted the blank receipt and wonders if there would be any problem in submitting for reimbursement for an extra cab ride. “It wouldn't be a lot,” she thinks to herself, “just a little bit that I can say was for purposes of getting to dinner one night while I was there.” Which of the following best describes Sarah's situation?

- The cab driver committed the ethical breach, not Sarah, so she should use the receipt.
- There are many unreimbursed expenses when you travel for your company, so the extra receipt is a way of recouping those expenses.
- If Sarah submits the extra receipts for reimbursement she is taking something that does not belong to her.
- Sarah should save the receipt and use it another time when she forgets to get a receipt.

**ANSWER:** c

**POINTS:** 1

**DIFFICULTY:** Moderate

**NATIONAL STANDARDS:** United States - BUSPROG: Ethics

**STATE STANDARDS:** United States - OH - AICPA: BB-Critical Thinking

**TOPICS:** What are the Categories of Ethical Dilemmas?

**KEYWORDS:** Bloom's: Application

117. Yucca Mountain is the proposed location for the disposal of spent nuclear fuel rods from the nuclear plants located in the United States. Who of the following are stakeholders in the decision about whether to open Yucca Mountain?
- a. Those who live in and around Yucca Mountain.
  - b. The shareholders in nuclear utility plants.
  - c. Those who live around nuclear plants where the rods are stored temporarily.
  - d. a and c
  - e. a, b, and c

*ANSWER:* d

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Reflective Thinking

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Social Responsibility

*KEYWORDS:* Bloom's: Analysis

118. President Obama said in a number of speeches advocating his health care plan, "If you like your health care plan, you can keep your health care plan, period." After the law was passed and as its provisions took effect, about 5 million Americans had their policies canceled because the policies no longer met federal minimum standards for coverage. A provision in the law required insurers to cancel any policies that did not meet those federal standards. Which of the following categories does the President's statement fall into?
- a. Giving or allowing a false impression
  - b. Conflict of interest
  - c. Personal decadence
  - d. a, b and c

*ANSWER:* a

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* What are the Categories of Ethical Dilemmas?

*KEYWORDS:* Bloom's: Application

119. Which of the following models for ethical analysis includes the following question: Could you share what you are about to do with your boss, friends, family?
- Blanchard/Peale
  - Laura Nash
  - Milton Friedman
  - both a and b

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Easy

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Resolution of Business Ethical Dilemmas

*KEYWORDS:* Bloom's: Knowledge

120. The state troopers in one state have a motto, "Nine you're fine; ten you're mine," which is the standard that they use for pulling over speeders on the state highways. In other words, if the posted speed limit is 55 mph, drivers can drive at a rate up to 64 mph without fear of getting a ticket. Which of the following best describes the ethical culture in the state?
- The troopers are following a standard of positive law.
  - The troopers are following a normative standard.
  - The troopers are following a headline test.
  - The troopers are following the Blanchard/Peale standard.

*ANSWER:* b

*POINTS:* 1

*DIFFICULTY:* Moderate

*NATIONAL STANDARDS:* United States - BUSPROG: Ethics

*STATE STANDARDS:* United States - OH - AICPA: BB-Critical Thinking

*TOPICS:* Resolution of Business Ethical Dilemmas

*KEYWORDS:* Bloom's: Application