

Name: \_\_\_\_\_ Class: \_\_\_\_\_ Date: \_\_\_\_\_

## Chapter 2 - Normative Theories of Ethics

### 1. Consequentialism

- a. is best represented by Ross's theory of ethics.
- b. states that sometimes the consequences of our actions can be morally relevant.
- c. states that the moral rightness of an action is determined solely by its results.
- d. differs from nonconsequentialism because nonconsequentialism denies that consequences have any moral significance.

ANSWER: c

POINTS: 1

REFERENCES: Page 56

### 2. If you adopt egoism as your moral code, then

- a. you can never act honestly or be gracious or helpful to others.
- b. you must endorse hedonism.
- c. you must always avoid any unpleasant or painful experiences.
- d. you believe that it is morally right to do whatever promotes your best interest.

ANSWER: d

POINTS: 1

REFERENCES: Page 57

### 3. According to the text, psychological egoism

- a. is derived from alleged fact that human beings are by nature selfish creatures.
- b. is the same principle of morality as ethical egoism.
- c. is the view that the best way to promote our own self-interest is to sometimes be selfish.
- d. is based on hedonism.

ANSWER: a

POINTS: 1

REFERENCES: Page 58

### 4. Which of the following represents a utilitarian belief?

- a. We must always support what most people want, i.e., by majority rule.
- b. We should bring about the most happiness for everyone affected by our actions.
- c. We should concern ourselves only with the immediate results of our actions.
- d. We must always disregard our own happiness when deciding what to do.

ANSWER: b

POINTS: 1

REFERENCES: Page 60

### 5. According to act utilitarianism, an action is morally right if and only if

- a. it makes the person who does it happy.
- b. everyone prefers that action to any other action.
- c. it maximizes total, net happiness.
- d. it brings only happiness and causes no pain.

ANSWER: c

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*POINTS:* 1

*REFERENCES:* Page 61

6. Utilitarians believe that

- a. knowledge, friendship, and aesthetic satisfaction are intrinsically valuable (or inherently good).
- b. we can predict with certainty the future consequences of our actions.
- c. an action that leads to unhappiness is morally right if any other action that you could have performed instead would have brought about even more unhappiness.
- d. an action can't be right if the people who are made happy by it are outnumbered by the people who are made unhappy by it.

*ANSWER:* c

*POINTS:* 1

*REFERENCES:* Page 61

7. Which of the following considerations about utilitarianism is correct?

- a. The great 19<sup>th</sup> century utilitarians, Jeremy Bentham and John Stuart Mill, believed that pleasure and happiness were different things.
- b. Bentham was concerned with the quantity of pleasure that an action produces, not with distinctions based on the type of the pleasure.
- c. Act utilitarianism and rule utilitarianism consistently agree upon which actions are morally right.
- d. Utilitarians believe that we can't compare one person's happiness with that of another.

*ANSWER:* b

*POINTS:* 1

*REFERENCES:* Page 60

8. The case of the "death-bed promise" shows that

- a. utilitarianism may lead to conclusions that conflict with our ordinary ideas of right and wrong.
- b. keeping your promises never maximizes happiness.
- c. it was wrong to have made the promise in the first place.
- d. utilitarianism reduces effectively to egoism in practice.

*ANSWER:* a

*POINTS:* 1

*REFERENCES:* Page 64

9. Utilitarianism is appealing as a standard for moral decision making in business. Which of the following provides a reason for this?

- a. Utilitarianism provides an objective way of resolving conflicts of self-interest.
- b. Utilitarianism provides a rigid approach to moral decision making.
- c. Utilitarianism provides a fuzzy standard for formulating and testing policies.
- d. Utilitarianism gives us firm rules to follow, rules that don't permit exceptions.

*ANSWER:* a

*POINTS:* 1

*REFERENCES:* Page 62

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10. Which of the following is true regarding Immanuel Kant's beliefs?

- a. He defended a consequentialist theory of right and wrong.
- b. He believed that all duties are *prima facie* duties.
- c. He believed that moral principles rest on empirical data, on observation and experiment.
- d. He believed that reason by itself can reveal the basic principles of morality.

ANSWER: d

POINTS: 1

REFERENCES: Page 66

11. According to Kant

- a. good will is the only thing that is good in itself.
- b. an action has moral worth if it is consistent with the categorical imperative.
- c. only actions based on feeling or sentiment have moral worth.
- d. a self-interested person can never do the right action.

ANSWER: a

POINTS: 1

REFERENCES: Pages 68-69

12. Imagine a shopkeeper who is honest because being honest is good for business. When the shopkeeper refrains from cheating a customer, Kant would say this action

- a. was wrong because its motive was impure.
- b. was in accordance with duty, but not done from duty.
- c. displayed a high level of moral worth.
- d. shows that he was following the categorical imperative.

ANSWER: b

POINTS: 1

REFERENCES: Pages 68-69

13. "If you want to go to law school, then you must take the LSAT exam." This statement is an example of

- a. the transcendental imperative.
- b. the categorical imperative.
- c. a hypothetical imperative.
- d. irrational behavior.

ANSWER: c

POINTS: 1

REFERENCES: Page 71

14. Kant believed that we should always act

- a. in such a way that we can will the maxim of our action to be a local law.
- b. in a way that treats success as an end in itself, never merely as means.
- c. in a way that would be universally unacceptable to all rational beings.
- d. in a way that moral beings give the moral law.

ANSWER: d

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*POINTS:* 1

*REFERENCES:* Page 71

15. According to W. D. Ross's theory

- a. a *prima facie* obligation is absolute and can never be overridden.
- b. what we should do in any specific set of circumstances will always be self-evident.
- c. it would be wrong to lie to a murderer even to save the life of a friend.
- d. we have various moral duties that can't be reduced to a single, overarching obligation.

*ANSWER:* d

*POINTS:* 1

*REFERENCES:* Pages 73

16. Nonconsequentialists like Ross believe that

- a. we have no obligation to promote general welfare.
- b. utilitarianism doesn't require us to sacrifice as much as we should to help other people.
- c. morality permits each of us a sphere in which to pursue our own plans and goals.
- d. people's so-called "moral rights" are unimportant when determining the right course of action.

*ANSWER:* c

*POINTS:* 1

*REFERENCES:* Page 73-77

17. Supererogatory actions are

- a. actions that are normally wrong to do, but can sometimes be right.
- b. actions that it would be good to do but not immoral not to do.
- c. actions that we are morally required to do, all things considered.
- d. actions that are wrong even though they produce some good.

*ANSWER:* b

*POINTS:* 1

*REFERENCES:* Page 74

18. The statement that best defines rights is

- a. all moral rights are legal rights.
- b. a negative right is a right to receive certain benefits.
- c. a right is an entitlement to act or to have others act in a certain way.
- d. all moral rights are human rights.

*ANSWER:* c

*POINTS:* 1

*REFERENCES:* Page 74

19. Which of the following statements is true regarding human rights?

- a. Human rights are equal rights; if X is a human right, then everyone has this right.
- b. Human rights are transferable and thus "alienable".
- c. Human rights rest on particular roles and special relationships.

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d. Human rights are not natural but are always grounded in a specific legal or political system.

*ANSWER:* a

*POINTS:* 1

*REFERENCES:* Page 75

20. Rule utilitarians

- a. believe that the optimal moral code will *not* normally produce 100% compliance.
- b. believe that the optimal moral code would consist of only one rule, namely, always act so as to maximize happiness.
- c. assume that everyone will always follow the rules, all the time.
- d. believe that an action is wrong if it fails to maximize happiness.

*ANSWER:* a

*POINTS:* 1

*REFERENCES:* Page 78

21. For those who are trying to make moral decisions

- a. it is impossible to make progress on controversial ethical issues unless everyone shares the same moral theory.
- b. endorsing a moral principle doesn't require you to apply it in all similar situations.
- c. moral judgments don't have to be related to some general moral principles.
- d. in a moral discussion, clarifying the facts and spelling out the principles to which people are appealing can help us to reach a solution.

*ANSWER:* d

*POINTS:* 1

*REFERENCES:* Pages 80

22. A practical basis for discussing moral issues involves taking account of

- a. effects, ideals, and obligations.
- b. effort, duties, and organization.
- c. compassion, intellect, and patience.
- d. compliance, contribution, and consequences.

*ANSWER:* a

*POINTS:* 1

*REFERENCES:* Page 80

23. The only accurate statement about consequentialism is:

- a. Utilitarianism is a nonconsequentialist ethical theory.
- b. Utilitarianism is an egoistic normative theory.
- c. Consequentialism says that the moral rightness of an action is determined solely by its results.
- d. Nonconsequentialists deny that consequences have any moral significance.

*ANSWER:* c

*POINTS:* 1

*REFERENCES:* Page 76

24. A key idea of Immanuel Kant's ethical theory is that:

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- a. all duties are *prima facie* duties.
- b. the moral permissibility of our actions depends entirely upon their consequences.
- c. we should treat people as ends in themselves, never merely as means.
- d. only pleasure has intrinsic value.

ANSWER: c

POINTS: 1

REFERENCES: Page 70

25. Which of the following is true regarding utilitarian beliefs?

- a. Utilitarians wish to maximize happiness not simply immediately, but in the long run as well.
- b. Utilitarians contend that we can determine with certainty what the future consequences of our present actions will be.
- c. When choosing among possible actions, utilitarianism requires us to disregard our own happiness.
- d. For the hedonistic utilitarian, knowledge, friendship, and aesthetic satisfaction are inherently good.

ANSWER: a

POINTS: 1

REFERENCES: Page 74

26. Adam Smith made the point that individual pursuit of self-interest (egoistic conduct), even when subject to rules and constraints, always undermines the utilitarian goal of producing the most good for all.

- a. True
- b. False

ANSWER: False

POINTS: 1

REFERENCES: Pages 65-66

27. Rule utilitarianism applies the utilitarian standard, not to individual actions, but to moral codes as a whole.

- a. True
- b. False

ANSWER: True

POINTS: 1

REFERENCES: Page 78

28. When a utilitarian like Jeremy Bentham advocates "the greatest happiness for the greatest number," we must consider unhappiness or pain as well as happiness.

- a. True
- b. False

ANSWER: True

POINTS: 1

REFERENCES: Page 60

29. The connection between rights and duties is that, generally speaking, if you have a right to do something, then someone else has a correlative duty to act in a certain way.

- a. True

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b. False

ANSWER: True

POINTS: 1

REFERENCES: Page 74-75

30. According to Immanuel Kant, moral reasoning is based on factual knowledge.

a. True

b. False

ANSWER: False

POINTS: 1

REFERENCES: Page 66

31. According to Jeremy Bentham and John Stuart Mill, pleasure is the one thing that is intrinsically good or worthwhile.

a. True

b. False

ANSWER: True

POINTS: 1

REFERENCES: Page 60-61

32. The rights guaranteed in the Bill of Rights are positive rights, not negative rights.

a. True

b. False

ANSWER: False

POINTS: 1

REFERENCES: Page 75

33. According to W. D. Ross, we have immediate intuitive knowledge of the basic *prima facie* moral obligations/principles.

a. True

b. False

ANSWER: True

POINTS: 1

REFERENCES: Page 77

34. Richard Brandt defends a form of act utilitarianism.

a. True

b. False

ANSWER: False

POINTS: 1

REFERENCES: Page 78

35. All moral rights are legal rights.

a. True

b. False

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*ANSWER:* False

*POINTS:* 1

*REFERENCES:* Page 75

36. By "maxim," Immanuel Kant meant the subjective principle of an action, the principle that people in effect formulate in determining their conduct.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*REFERENCES:* Page 67

37. In ethics normative theories propose some principle or principles for distinguishing right actions from wrong actions.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*REFERENCES:* Page 78

38. Nonconsequentialist theories of ethics never consider the consequences of an action or rule when making a moral judgment.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*REFERENCES:* Page 79

39. The view that associates morality with self-interest is egoism.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*REFERENCES:* Page 57

40. Egoists only do what they feel like doing.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*REFERENCES:* Page 57

41. Ethical egoism says that human beings are, as a matter of fact, so constructed that they must behave selfishly.

- a. True
- b. False



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*ANSWER:* False

*POINTS:* 1

*REFERENCES:* Page 58

42. Jeremy Bentham thought that a community is no more than the individuals who compose it and that the interests of the community are simply the sum of the interests of its members.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*REFERENCES:* Page 60

43. One feature about utilitarianism that makes it appealing as a standard for moral decisions in business and nonbusiness organizations is that it provides a clear and straightforward basis for formulating and testing policies.

- a. True
- b. False

*ANSWER:* True

*POINTS:* 1

*REFERENCES:* Page 62

44. According to Adam Smith, if business is left to pursue its self-interest, the good of society will be compromised and harmed.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*REFERENCES:* Page 65

45. Immanuel Kant believed that it is only when we act out of feeling or sentiment that our actions have moral worth.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*REFERENCES:* Pages 66-68

46. A hypothetical imperative tells us to act as we would want everyone to act in that situation.

- a. True
- b. False

*ANSWER:* False

*POINTS:* 1

*REFERENCES:* Page 68

47. Immanuel Kant believed that prostitution was immoral because, by selling their sexual services, prostitutes allow themselves to be treated as only a means to an end.

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- a. True
- b. False

ANSWER: True

POINTS: 1

REFERENCES: Page 71

48. A *prima facie* obligation is an obligation that can be overridden by a more important obligation.

- a. True
- b. False

ANSWER: True

POINTS: 1

REFERENCES: Pages 72-73

49. A supererogatory act is an act that would be good not to do to, but doing it is not absolutely wrong.

- a. True
- b. False

ANSWER: False

POINTS: 1

REFERENCES: Page 74

50. W. D. Ross denied that we have immediate, intuitive knowledge of the basic *prima facie* obligations.

- a. True
- b. False

ANSWER: False

POINTS: 1

REFERENCES: Page 73

51. What is the difference between legal rights and moral rights and between negative rights and positive rights?

ANSWER: See referenced page

POINTS: 1

REFERENCES: Page 74-75

52. According to Kant, when does an action have moral worth?

ANSWER: See referenced page

POINTS: 1

REFERENCES: Pages 79-80

53. What is the difference between the categorical imperative and a hypothetical imperative?

ANSWER: See referenced page

POINTS: 1

REFERENCES: Page 68

54. State two alternative formulations of Immanuel Kant's categorical imperative. What are these two formulations?

ANSWER: See referenced page

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*POINTS:* 1

*REFERENCES:* Page 70

55. Identify two forms of ethical egoism. What are these two forms and how do they differ from one another?

*ANSWER:* See referenced page

*POINTS:* 1

*REFERENCES:* Page 58-62

56. What is a *prima facie* obligation?

*ANSWER:* See referenced page

*POINTS:* 1

*REFERENCES:* Pages 72-73

57. Human rights have at least four important characteristics. What are these characteristics of human rights?

*ANSWER:* See referenced pages

*POINTS:* 1

*REFERENCES:* Pages 74-75

58. Explain one of the three criticisms of utilitarianism..

*ANSWER:* See referenced page

*POINTS:* 1

*REFERENCES:* Pages 80-81

59. What is the difference between egoism as an ethical theory and psychological egoism?

*ANSWER:* See referenced page

*POINTS:* 1

*REFERENCES:* Page 58

60. According to Immanuel Kant, lying is never morally permissible. Why does he believe this?

*ANSWER:* See referenced page.

*POINTS:* 1

*REFERENCES:* Page 62

61. Give a real life example of how obligations, ideals, and effects can be in conflict. Explain how to give resolution to this conflict.

*ANSWER:* See referenced page

*POINTS:* 1

*REFERENCES:* Pages 80-82

62. Choose two theories of ethics from the reading and explain how you would properly apply them to the “Hacking into Harvard” case on pages 86 and 87.

*ANSWER:* See referenced page

*POINTS:* 1

*REFERENCES:* Page 83

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63. How would the six points of utilitarianism be applied to “The Ford Pinto” case to come to a proper resolution?

*ANSWER:* See referenced page

*POINTS:* 1

*REFERENCES:* Pages 61-62  
Pages 85-87

64. Choose a current day problem in business ethics and explain how Hare’s approach could be used to solve it.

*ANSWER:* See referenced page

*POINTS:* 1

*REFERENCES:* Pages 90-96

65. Based on the reading, “When is “Everybody’s Doing It” a moral justification?, “ is ever an occasion when it is morally acceptable to follow others though some would say it is wrong? Justify your answer either way.

*ANSWER:* See referenced page

*POINTS:* 1

*REFERENCES:* Pages 90-104