The Ethical Advantage

“Doing The Right Thing”
AGED 607
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Ethics = “doing the right thing”

Ethical Dilemma = A situation where you’re not sure how to do the right thing

What are some ethical dilemmas leaders face?
Doing the “right thing” Helps Leaders

- Increased Self Respect
- Improved Morale, Teamwork, Initiative
- Higher Quality Service & Products
- Better Reputation, Sales, Market Share, & Profits

Doing the Right Thing Tests

Does your best option pass the Doing the Right Thing tests?

- If you were 95 years old and you were looking back over your life, would you feel good about this decision?
- If you had a son or daughter who was in your exact position, is this the decision you would advise him or her to make?

Is “doing the right thing” different for different people?

YES>>>>>

They may have different values.

If you have not already done so, complete ACTIVITY 4-18
POLITICAL VALUE TYPES

- Pursuit of and desire for power
- May measure success with $
- Ultimate goal is position
- Works for advancement and promotion

AESTHETIC VALUE TYPES

- Believe people are “noble”
- Seek harmony and symmetry in life
- Seek good taste and “appearance”
- $ are important to obtain desired styles

SOCIAL VALUE TYPES

- Concern for the welfare of others; make decisions with others in mind
- Value kindness, sympathy, unselfishness
- Want to contribute to other people’s happiness
- Think some other value types are “cold” and selfish
THEORETICAL VALUE TYPES

- Value truth and knowledge
- Learning, reasoning, researching, are important
- May appear detached and unemotional
- Frustrated when others do not value knowledge and theory

ECONOMIC VALUE TYPES

- Practicality and usefulness are important
- No use for knowledge not immediately applied
- Uses resources wisely; saves
- Takes risks to minimize input

Who do you know who fits...

- Political?
- Aesthetic?
- Social?
- Theoretical?
- Economic?

- How do they lead differently?
BUDGET MANEUVER

- An agri-science teacher has been informed by the superintendent that no teacher salary raises are available. However, the superintendent tells the teacher to go all out to continue their superior program.
- The teacher works many extra hours and "compensates" by pocketing $500 from the student's leadership camp account.

How would each of the different "value types" (from Activity 4-18) handle the situation? 

- Political would...
- Aesthetic would...
- Social would....
- Theoretical would....
- Economic would....

If two value types disagree, how can a dispute be resolved?

Check out the following "Resolution Options" Can you use any of them?
Resolution Options -1

- Find a creative solution that meets everyone’s needs
- Compromise between your two positions
- Take turns listening to each other
- Agree to disagree and still respect each other, then go your separate ways
- Agree to neutral arbitration

Resolution Options - 2

- Take a “time out” to reconsider, consult, exchange written proposals, and reconvene
- Yield (for now), once your position is thoroughly and respectfully considered
- As a last resort, use the authority of your position (after thoroughly and respectfully considering the other person’s position)