

Test Bank for Business Ethics 6th Hartman

TEST BANK SAMPLE PREVIEW

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CORRECT ANSWERS ARE
LOCATED IN THE 2ND HALF OF
THIS DOC.

**TRUE/FALSE - Write 'T' if the statement
is true and 'F' if the statement is false.**

- 1) The first step in making decisions that are ethically responsible is to consider all of the people affected by a decision, the people often called stakeholders.
 - ☐ true
 - ☐ false
- 2) There is a role for science and critical thinking in any study of ethics.
 - ☐ true
 - ☐ false
- 3) A person's understanding of facts does not affect the degree of reasonability of his ethical judgments.
 - ☐ true
 - ☐ false
- 4) Issue identification becomes the first step of the ethical decision-making process when no ethical issue or dilemma is known to the decision maker at the beginning.
 - ☐ true
 - ☐ false
- 5) Business decisions and ethical decisions cannot blend; they remain mutually exclusive.
 - ☐ true
 - ☐ false
- 6) Inattentional blindness results from a very broad perspective of ethical issues.
 - ☐ true
 - ☐ false
- 7) Normative myopia occurs when one becomes very involved with the ethical issues of business decisions and loses sight of the technical aspects.
 - ☐ true
 - ☐ false
- 8) Stakeholders include only those groups and/or individuals who take calls on internal decisions, policies, or operations.
 - ☐ true
 - ☐ false
- 9) Trying to understand another person's perspective of a situation usually leads to poor comparisons of alternatives for ethical decision making.
 - ☐ true
 - ☐ false
- 10) A critical element of comparing and weighing the alternatives is the consideration of ways to mitigate, minimize, or compensate for any possible harmful consequences.
 - ☐ true
 - ☐ false
- 11) Consequences or justifications always override every other consideration when comparing alternatives for ethical decision making.
 - ☐ true
 - ☐ false

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- 12) Within business, an organization's context sometimes makes it difficult for even the well-intentioned person to act ethically.
- Ⓐ true
 - Ⓑ false
- 13) Responsibility for the circumstances that can encourage ethical behavior and can discourage unethical behavior falls predominantly to the business management and executive team.
- Ⓐ true
 - Ⓑ false
- 14) Within a business setting, individuals must consider the ethical implications of both personal and professional decision making.
- Ⓐ true
 - Ⓑ false
- 15) Which of the following is the first step in making an ethically responsible decision?
- A) determining the facts of the situation
 - B) considering the available alternatives
 - C) monitoring and learning from the outcomes
 - D) comparing and weighing alternatives
- 16) Which of the following is the second step of the ethical decision-making process?
- A) considering available alternatives
 - B) making the decision
 - C) identifying the ethical issues involved
 - D) considering the impact of the on stakeholders
- 17) Kathy, your best friend and classmate, asks you to help her with a challenging ethical dilemma. Which of the following would be your first step in the decision-making process?
- A) identifying the ethical issue
 - B) considering the available alternatives
 - C) determining the facts of the situation
 - D) making the decision

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MULTIPLE CHOICE - Choose the one alternative that best completes the statement or answers the question.

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 - D) making the decision
- 18) Which of the following conditions makes issue identification the first step in the ethical decision-making process?
- A) when the ethical predicament of the situation is hard to determine
 - B) when the responsibility for the decision lies with one person
 - C) when the issue is presented from the start
 - D) when the stakeholders in the decision cannot be determined

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- 19) In the ethical decision-making process, identify the steps that might arise in reverse order, depending on the circumstances.
- A) identifying relevant ethical issues; considering the impact of a decision on stakeholders
 - B) determining the facts of the situation; identifying the impact of the decision on stakeholders
 - C) identifying the impact of the decision on stakeholders; considering available alternatives
 - D) determining the facts of the situation; identifying relevant ethical issues
- 20) _____ refers to shortsightedness about values.
- A) Inattentional blindness
 - B) Normative myopia
 - C) Change blindness
 - D) Descriptive myopia
- 21) Which of the following is the reason why normative myopia is especially liable to occur in a business context?
- A) The fast-paced world of business allows little time for contemplation on ethics.
 - B) Business attracts people from diverse backgrounds, which makes it difficult to identify ethical standards agreeable to everybody.
 - C) People are more likely to focus on the technical aspects of the task at hand in a business context, and thus, fail to recognize the ethical aspect.
 - D) Ethics can justifiably be allowed to take a backseat in a business context.
- 22) Identify the true statement about normative myopia.
- A) It occurs when decision makers fail to notice gradual changes over time.
 - B) It refers to the shortsightedness about values.
 - C) It has only been observed to occur in business.
 - D) It only results from focusing failures.

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- 23) Which of the following statements commits the ethical oversight known as normative myopia?
- A) "I skipped the red light because I was so involved in our debate."
 - B) "The only reason they did not notice the pilferage happening is because it involved the theft of such small quantities of goods over a long period of time."
 - C) "I hope Brad has learnt his lesson after getting drunk and crashing his car."
 - D) "I strongly believe in the saying, 'finders keepers, losers weepers.'"
- 24) If we are told specifically to pay attention to a particular element of a decision or event, we are likely to miss all of the surrounding details, no matter how obvious. According to Bazerman and Chugh, this phenomenon is known as _____.
- A) inattentional blindness
 - B) descriptive ignorance
 - C) change blindness
 - D) normative myopia
- 25) Focusing failures result in moments where we ask ourselves, "How could I have missed that?" According to Bazerman and Chugh, this phenomenon is known as
- A) change blindness.
 - B) descriptive ignorance.
 - C) inattentional blindness.
 - D) normative myopia.
- 26) Which of the following causes inattentional blindness according to Bazerman and Chugh?
- A) perceptual differences
 - B) moral exclusions
 - C) perceptual barriers
 - D) focusing failures
- 27) Which of the following is true of inattentional blindness?
- A) It occurs when someone deliberately avoids taking a decision about an unpleasant ethical issue.
 - B) It refers to the shortsightedness about values.
 - C) It distinguishes good people who make ethically responsible decisions from good people who do not.
 - D) It occurs when people pay specific attention to a particular element of a decision, while losing sight of other aspects of it.
- 28) Missing a highway turn-off as a result of speaking on a cell phone while driving is an example of _____.
- A) normative myopia
 - B) inattentional blindness
 - C) rational ignorance
 - D) change blindness

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- 29) Which of the following factors was a common factor behind ethical scandals at corporations such as Wells Fargo, Enron, and Volkswagen?
- A) decision-making inability
 - B) descriptive ignorance
 - C) peer pressure
 - D) employee egoism
- 30) Rumah, when faced with a dilemma, considered only the two most obvious choices. They failed to see that there are other not-so-obvious choices that could be potential solutions to their problem. What cognitive barrier did Rumah face?
- A) considering only limited alternatives
 - B) overlooking a sudden change in circumstances
 - C) maintaining status quo due to a fear of change
 - D) acting on a whim
- 31) During difficult decision making, selecting the alternative that meets the minimum decision criteria is also termed as
- A) intentional blinding.
 - B) simplifying.
 - C) satisficing.
 - D) rationalizing.
- 32) In the ethical decision-making process, once one examines the facts and identifies the ethical issues involved, one should next _____.
- A) make the decision
 - B) consider the available alternatives
 - C) monitor and learn from the outcomes
 - D) identify the stakeholders
- 33) "_____" include all of the groups and/or individuals affected by a decision, policy, or operation of a firm or individual.
- A) Stakeholders
 - B) Shareholders
 - C) Employees
 - D) Owners
- 34) Jim resides close to Bunton Steel Company, a steel factory. The company has recently implemented changes to its pollution control policy that has adversely affected Jim and his family. This makes Jim a(n) _____ in the company's pollution control policy.
- A) associate
 - B) stockholder
 - C) partner
 - D) stakeholder

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- 35) In an ethical decision-making process, moral imagination helps individuals make ethically responsible decisions. Identify the step in which moral imagination is critical.
- A) determining the facts
 - B) considering the available alternatives
 - C) identifying the ethical issues
 - D) identifying and considering impact of decision on stakeholders
- 36) In the ethical decision-making process, moral imagination is used by decision makers while
- A) considering the available alternatives.
 - B) identifying the stakeholders.
 - C) identifying the ethical issues involved.
 - D) determining the facts of the situation.
- 37) In the ethical decision-making process, creativity in identifying options is also known as
- A) moral imagination.
 - B) descriptive imagination.
 - C) intentional deliberation.
 - D) normative imagination.
- 38) _____ is one element that distinguishes good people who make ethically responsible decisions from good people who do not.
- A) Normative myopia
 - B) Inattentional blindness
 - C) Change blindness
 - D) Moral imagination
- 39) Which of the following is true of moral imagination?
- A) It occurs when decision makers fail to notice gradual variations over time.
 - B) It denotes reasonable ethical judgments that a person makes without regard for facts.
 - C) It distinguishes good people who make ethically responsible decisions from good people who do not.
 - D) It refers to the positive impact a hypothetical decision is projected to have on the stakeholders involved in the decision.
- 40) Which of the following qualities would an effective decision maker display when considering the available alternatives for ethical decision making?
- A) reciprocal obligation
 - B) servant leadership
 - C) social entrepreneurship
 - D) moral imagination
- 41) Which of the following elements is important not only to consider the obvious options with regard to a particular dilemma, but also the much more subtle ones that might not be evident at first glance?
- A) intentional deliberation
 - B) descriptive imagination
 - C) moral imagination
 - D) normative imagination

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- 42) Identify the step of the ethical decision-making process that involves predicting the likely, foreseeable, and the possible consequences to all the relevant stakeholders.
- A) comparing and weighing the alternatives
 - B) making the decision
 - C) identifying the ethical issues
 - D) monitoring and learning from the outcomes
- 43) A critical element of this step in the ethical decision-making process will be the consideration of ways to mitigate, minimize, or compensate for any possible harmful consequences or to increase and promote beneficial consequences. Which step is this?
- A) monitoring the outcomes
 - B) considering available alternatives
 - C) identifying the ethical issues
 - D) comparing and weighing alternatives
- 44) Which of the following considerations can sometimes override consequences when comparing and weighing alternatives for ethical decision making?
- A) ideas
 - B) apprehensions
 - C) principles
 - D) assumptions
- 45) Which step in the ethical decision-making process occurs once you have considered how a decision affects stakeholders by comparing and weighing the alternatives?
- A) evaluating the results after executing the decision
 - B) monitoring and learning from outcomes
 - C) finalizing a decision
 - D) identifying key stakeholders
- 46) Identify the final step in the ethical decision-making process.
- A) listing out the eventualities that may result from the decision
 - B) monitoring and learning from outcomes
 - C) corresponding with the stakeholders
 - D) identifying new ethical dilemmas to tackle
- 47) Dayo knew that teasing a classmate for stammering was not good conduct, nevertheless they joined in to fit in with the majority. Which stumbling block to ethical behavior did Dayo face?
- A) too many decision factors
 - B) satisficing
 - C) peer pressure
 - D) lack of intelligence

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- 48) Which of the following is part of the final step in an ethical decision-making process?
- A) evaluating the implications of a decision
 - B) ensuring that the decision taken is a simple "yes" or "no" decision
 - C) assessing the transparency of a decision
 - D) engaging in moral imagination
- 49) When faced with a situation that suggests two clear alternative ways forward, we often consider only those two clear paths, missing the fact that other alternatives might be possible. Considering limited alternatives is a stumbling block to responsible action that can be categorized as a(n)
- A) personality barrier.
 - B) perceptual barrier.
 - C) cognitive barrier.
 - D) individuality barrier.
- 50) Which of the following is a cognitive barrier to responsible, ethical decision making?
- A) choosing the alternative that meets maximum decision criteria
 - B) considering unlimited alternatives
 - C) following simplified decision rules
 - D) selecting only the best option
- 51) Identify the cognitive barrier which might appear to relieve us of accountability for a decision.
- A) looking for creative alternatives
 - B) considering unlimited alternatives
 - C) satisfying the maximum decision criteria
 - D) using a simplified decision rule
- 52) Which of the following explains the term "satisficing?"
- A) striving to select only the best alternative
 - B) following simplified decision rules
 - C) selecting the alternative simply because it is the easy way out
 - D) selecting the alternative that meets minimum decision criteria
- 53) When making a decision, selecting the alternative that meets the minimum decision criteria is selected is known as _____.
- A) normalcy bias
 - B) satisficing
 - C) optimism bias
 - D) flipism
- 54) Identify the attitude which leads to an unexamined life not worth living according to Socrates.
- A) narcissism
 - B) passivity
 - C) cynicism
 - D) satisficing

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- 55) Which of the following is a cognitive barrier to responsible decision making and behavior?
- A) complex decision rules
 - B) lack of transparency
 - C) morality
 - D) ignorance
- 56) According to the Greek philosopher Aristotle, _____ explains why some people act unethically even when they know what is right.
- A) normative myopia
 - B) change blindness
 - C) weakness of will
 - D) moral imagination
- 57) Identify the institutional role from the following.
- A) spouse
 - B) citizen
 - C) sibling
 - D) teacher
- 58) Identify the social role from the following.
- A) student-body president
 - B) manager
 - C) citizen
 - D) librarian
- 59) Individuals within a business setting are often in situations in which they must reach an agreement using their own point of view and the perspective of the specific role they fill within an institution. This best describes the term _____.
- A) practical and theoretical reasoning
 - B) critical thinking
 - C) personal and professional decision making
 - D) risk assessment
- 60) In the context of ethical decision making in managerial roles, _____ lies at the heart of an individualized ethical decision-making process.
- A) theoretical reasoning
 - B) personal integrity
 - C) lack of transparency
 - D) inattentional blindness

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FILL IN THE BLANK. Write the word or phrase that best completes each statement or answers the question.

- 61) Avoiding ethical responsibility by applying easy guidelines in decision making is termed as using _____.
- 62) According to business scholars Chugh and Bazerman, _____ results from focusing on too narrow a range of questions.
- 63) _____ surrounding how individuals experience and understand situations can explain many ethical disagreements.

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64) Some writers have called the inability to recognize ethical issues while dealing with the financial aspect of business decisions _____.

65) When an unethical decision is made just because it was easier than the ethical option, the decision maker has succumbed to _____.

66) A long tradition in philosophical ethics argues that a key test for _____ is whether or not a decision would be acceptable from the point of view of all parties involved.

67) In an ethical decision-making process, creativity in identifying options is called "_____".

68) Responsible decision making involves identifying and considering all of the people affected by a decision, the people often called _____.

69) Selecting the alternative that meets minimum decision criteria is known as _____.

70) We tend to give in to _____ in our professional environments, both because we want to "fit in" and to achieve success in our organizations, and also because our actual thinking is influenced by our peers.

ESSAY. Write your answer in the space provided or on a separate sheet of paper.

71) Explain the importance of determining the facts when making a responsible ethical decision.

72) Elaborate on the concept of perceptual differences in ethics.

73) Explain the role of the sciences in the study of ethics.

74) How does a business decision become an ethical one?

75) What is normative myopia?

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76) What are the consequences of not looking at various perspectives and the interests of other people involved while making a responsible ethical decision?

81) Identify the means for comparing and weighing alternatives.

77) What is the test for ethical legitimacy in philosophical ethics?

82) Outline the thought process of responsible persons comparing and weighing alternatives while considering the effects of a decision on their own integrity and character.

78) What is moral imagination? How is it important?

83) Explain how the ethical decision-making process does not end with making a decision.

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79) Explain the importance of moral imagination with an example.

84) Identify and describe the intellectual or cognitive stumbling blocks that can come in the way of responsible ethical decision.

80) Outline the importance of “walking a mile in another’s shoes” and associate it with the fifth step of the ethical decision-making process.

85) Give three examples each of social and institutional roles.

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Answer Key

Test name: Chapter 02

- 1) FALSE

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