BA 342 (Johnson) – Exam 1 – Fall 2022 - Practice Exam Solutions

1. A – this is personal, or the "P" part of the PONG acronym.
2. C – Utilitarianism
3. A – Virtue theory is not a deontological theory
4. D – Both A and C are correct. You are following the categorical imperative and deontological theory. Kant's categorical imperative is a type of deontological theory.
5. D – Common sense
6. D – Behavior of superiors
7. B – Act with integrity
8. A – Compliance orientation.
9. C – A shift toward ethics is a current trend in compliance
10. C – Listening to employees. The three major activities of a moral manager are serving as a role model, communicating ethics and values, and using rewards and discipline effectively.
11. Multiple Select – Ethics training, realistic objectives, ethics audits and risk assessments, codes of conduct, corporate transparency, board of directors oversight, discipline of violators
12. B – Reduced importance of ethical decision making. The side effects of technology are depletion of natural resources, technological unemployment, environmental pollution, and creation of unsatisfying jobs.
13. E – None of the above; None of these are responsibilities of a CPO in a company
14. C – Faster
15. Multiple Select – All of the answers should be selected because all of these are current threats to privacy and personal information.
16. D – Most people Start with wanting to behave ethically (applying values)

17. D – Categorical Imperative (duty based)
18. A – Make sure that everyone's safety is assured
19. C – People largely want to operate ethically
20. B – Responsible Leadership is not one of BA342's leadership competencies.
21. A – We will hold each other accountable
22. D – learning what is occurring in the realm of moral behaviors
23. C – Categorical Imperative (Also known as a duty-based ethics system)
24. B – Normative ethics. Normative ethics are concerned with supplying and justifying a coherent moral system of thinking about and judging what "should" or "ought" to be done.
25. Multiple Select – Awareness, known facts, unknown facts, stakeholders, standards, values, actions
26. B – Principles approach relies on guidelines to justify behavior and approach
27. A – Conventional approach. The conventional approach is when we compare decisions that are made to what we believe to be acceptable within society. This approach relies on the use of common sense and an ethical grounding.
28. B – Liability responsibilities
29. C; You would want to apply the Values Framework; some of the other choices here might be things you do at some point, but it is important to remember that Johnson stressed the Values Framework as a guideline.
30. B; Amoral management. Amoral management is the correct answer because we are dealing with a situation that was not meant to be harmful or unethical. However, because the company did not consider all the consequences of its actions, this is an example of amoral management, similar to the Dominos example discussed in class.
31. B; VW tweaked the software in their cars to enable the on-board computers to know when an emissions testing was being conducted and "cheat" the system. This enabled VW to give the cars better performance, but at the cost of exceeding emissions limits.
32. D; Wells Fargo employees opened thousands of fake accounts using existing customers' information; they did this in response to a corporate culture and influence from higher-level execs.
33. A – Proceed cautiously. If a scenario is legal and profitable, one should proceed with caution as it may be infringing on ethical grounds.

34. Multiple Select – Personal, organization, national, global

35. B; You want to be a Moral manager.

36. C; Trust = Value; this was a question on one of your quizzes and touches on two important class examples

37. D – This is the social contract orientation

38. D – Universal ethical principle

39. A – Results. While results are a source of value, it is considered an internal source of value.

BA 342 (Johnson) – Exam 1 – Check Your Understanding Solutions

Introduction to Ethics and Chapter 5:

1. A and B; No, you cannot make someone ethical. Yes, you can teach people values and teach them about making ethical judgments; you can provide ethics training, but you cannot instill values and ethics into a person
2. B; An amoral manager does NOT consider the ethics of his/her behavior
3. B; Conventional level; at this level you focus on others and are responsive to family and friends.
4. C; Moral management conforms to the highest standards of ethical behavior or professional standards or conduct

Chapter 6:

1. A; Pre-conventional is **not** one of the approaches to ethical decision making; it is related to Kohlberg's levels (Pre-conventional, Conventional, and Post-conventional). You might also remember Kohlberg from MGMT301.
2. E; Utilitarianism does not focus on the "golden rule;" it is a teleological theory
3. B: Categorical imperative; this was one of Kant's concepts
4. A; One's best self is an ethical test
5. C; Bubble up strategy is not related to the Fraud Triangle. The Fraud Triangle is Opportunity, Motivation, and Rationalization.
6. C; We call this quid pro quo. You might also see it referred to as quid pro quo sexual harassment. The literal translation is "this for that."

Chapter 8:

1. B; Technological determinism; we are simply pushing the tech frontier because we can and want to; ethics is not always a consideration
2. E; None of the above; all of these are the big 4 ethics and tech issues
3. A; The FTC – Federal Trade Commission – covers privacy rights in the US