**ERD 005 DIAGNOSTIC TEST** NAME \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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*Article: Ethical Reasoning*

By Anne T. Lawrence and James Weber

**Directions: Read “Ethical Reasoning” and answer the following questions.**

**PART ONE:** **Main Idea**

What is the main idea of the article? **(2 points)**

**PART TWO: Comprehension (2 points each)**

1. Why is being ethical important for business people?

2. Give two examples of “morally desirable behaviors” from the reading.

3. What is “ethical relativism”?

4. Why is ethical relativism a problem?

5. Give two reasons why businesses should be ethical.

**PART THREE: Critical Thinking**

1.What do you think might cause someone to act unethically in their business? Explain. **(3 points)**

2.According to the reading, “most people want to act in ways that are consistent with their own sense of right and wrong”. Do you agree with this statement? Why or why not? **(3 points)**

3. Think of a time when you (or someone you know) did something “wrong”. Explain what happened and which ethical principles were violated. **(3 points)**

4. Should a person be sent to jail or forced to quit their job for doing something unethical their bosses told them to do? Explain. **(2 points)**

Inference and Application: **(5 points)**

5. Based on the information in paragraph 6, what might happen to a company that “applies special or weaker ethical rules to business situations” than a society condones?

**Vocabulary Questions (2 points each)** Guess the meaning of the underlined word, based on context clues, and use it in a sentence of your own.

1. “Managers and employees alike must learn to recognize ethical dilemmas and know why they occur”

dilemma =

ex.

1. “Ethics deals with fundamental human relationships -- how we think and behave toward others and how we want them to think and behave toward us””

fundamental =

ex.

1. “Being pressured to contradict their personal values creates emotional stress for people”.

contradict =

ex:

**Part 4: Figurative language:** Below are some common figurative expressions related to business. Explain what each one means. **(2 points each)**

1. ***“****I'm not sure what a Super Bowl commercial costs, but to give you a ballpark figure I'd say about three million dollars.”*

ballpark =

2. *“Even though we all have very specific tasks to do, our manager makes sure we don't lose sight of the big picture.”*

the big picture =

3. *“The charity fund raiser was supposed to raise three million dollars, but we came up short.”*

came up short =