Causes of unethical behaviour.

Ms. Sweety Sinha

1. No Code of Ethics
2. fear of Repisal. Act of retaliation
3. Impact of Peer influence.
4. Going down a slippery slope.
5. Setting bad examples.

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6. Examples.

- Executive Tactics
  - Obedience to Authority
  - Need for Closure.
  - False Consensus Effect.
  - Deliberate Deception.
  - Violation of Cousience
  - failure to honour commitment.
  - Unlawful Conduct.
  - Disregard of Company Policy.

Causes of ethical abuse.

- Pressure from colleagues, supervisors, Organisations
- Following group think.
- Personal motives

How to resolve ethical dilemmas

- What ideals do I stand for?
- To whom am I obligated?
- What will / could happen to others / me?

Sources of good Ethical Behaviors

- Personal values, beliefs.
- Families
- Religions
- Cultures.
- Societies
- Laws

Reasons for unethical behaviour.

- Pressure can drive people to do things they wouldn't normally do.
- Some people make unethical choices because they are not sure about what really is the right thing to do.
- Self-interest, personal gains, ambition and downright greed are the bottom of a lot of unethical activity in business.
- Misguided loyalty
- Then there are those who simply never learned to do not care about ethical values.

The Root Causes of Unethical Behaviour.

- Psychological traps are the root causes of unethical behaviour
  - Primary Traps (External stimuli)
    "Obedience to Authority"
  - Personality Traps (Internal Stimuli)
    "Need for closure"
  - Defensive Traps (Two internal stimuli guilt and shame).
    - False Consensus Effect".