



ETHICS & PROFESSIONALISM (540)

—Post-secondary—

REGIONAL – 2017

Judges/Graders: Please double check and verify all scores and answer keys!

Property of Business Professionals of America.
May be reproduced only for use in the Business Professionals of America
Workplace Skills Assessment Program competition.



Description

Explore the application of ethical frameworks to various aspects used in business today.

Case Study

Heather works as a banker in town and is trying to get a new \$4,000,000 loan closed prior to month-end to hit her goals. Heather stands to receive an additional \$25,000 bonus if this deal closes. In order for the deal to close, however, certain financial reports must be provided to the underwriters.

Heather informs the borrower exactly what where the numbers on the financial report need to be and that if the numbers are outside of a certain “acceptable” range the deal will not be approved.

The borrower is thrilled about this information and modifies their financial reports to meet the criteria “suggested” by Heather.

- Is it wrong for Heather to be motivated by the additional \$25,000 bonus?
 - Why or why not?
- Is it wrong for the bank to motivate Heather the way it is?
 - Why or why not?
 - What would be a better way to motivate Heather?
- Is the borrower compromising integrity by massaging the reports to ensure the numbers fall in the “acceptable” range?
- What few facts could be changed to make this situation perfectly ethical?

Critical Behaviors Desired:

Understanding the impact of psychology on motivating people without rushing to judgment, being able to ethically utilize the ways people are motivated to achieve ethical results

JUDGING PROCEDURE

- The contestants will be provided 20 minutes to develop the presentation.
- Notes will be made on the note cards provided by the event proctor. No advisor contact will be allowed between the time of receiving the topic and the delivery.
- Only the *Ethics & Professionalism Resources Manual*, along with three note cards for note taking, may be used in the preparation room.
- Cell phones may not be used in the preparation room.
- Contestants will be introduced by contestant number. **Contestants may continue to wear their name badges.**
- The contestants will speak before a panel of judges and a timekeeper.
- The presentation will be no less than five (5) minutes and no more than seven (7) minutes.
- The contestant will be given warnings via flash cards when there are two (2) minutes remaining and when there is one (1) minute remaining during the speaking time.
- The presentation will be stopped at seven (7) minutes; followed by judges’ questions not to exceed three (3) minutes.
- Contestants should be dismissed upon completion of judges’ questions.
- **There can be no ties in the top ten (10) contestants.** It is the responsibility of the judges to break any ties.
- Administrator will fill out ranking sheet prior to dismissing the judges.
- If more than one (1) section is necessary, finalists will be determined by selecting an equal number from each section.
- Give administrator all Judges’ Rating Sheets, Judge Evaluation Sheets and contest materials.
- No audience is allowed in the contest room.

Please double-check and verify all scores!