

# Ethics Exam.

When answering your questions, take your time to read them carefully, and to plan your answer before writing.

Keep in mind the word count for each question. The exam is closed-book and should take up to 120 minutes to conclude.

Good luck!

## Part 1. Ethical concepts (6/20)

What is the difference between Aristotelian and Stoic happiness? Name 1 difference.

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What differentiates Aquinas' definition of law from modern conceptions of law?

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Machiavelli's conceptions of virtue and of what it means to be a virtuous agent are radically different from the Aristotelian view. Explain this difference.

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What are the three natural rights according to John Locke?

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

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

Explain the difference between psychological and ethical hedonism.

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Name 2 reasons why, according to Kant, you should not lie to a murderer at your door.

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What is the veil of ignorance, and what is its main purpose in Rawls' theory of justice?

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Are price-fixing, market concentration, and supply manipulation moral limits to markets? Why? Briefly justify your answer.

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Briefly define the institutional and individual ethical paradigm in business ethics.

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**Part 2. Essay question (6/20)**

Choose **one of the questions we discussed in class (see list below)** in our group presentations - keep in mind the following instructions:

- Choose one of the questions that were discussed in your section (T1 or T2).
- You **cannot** choose the question you and your group worked on during class.

Write a short essay (up to 700 words) in which you make your case and justify your position. Ensure that all the arguments, responses to potential counter-arguments, and examples you use contribute directly to your point. You may use any relevant authors and insights namely those from class discussion

**T1 Questions - for T1 students only**

- Question #1: Are humans naturally evil?
- Question #2: Are there moral absolutes?
- Question #3: Is there a conflict between self-interested and altruistic motives?
- Question #4: Is there a claim for equal distribution of benefits and burdens?
- Question #5: Should companies make compromises on economic profitability to satisfy their stakeholders?

**T2 Questions - for T2 students only**

- Question #1: Are humans naturally evil?
- Question #2: Are there any actions that are always wrong?
- Question #3: Is moral judgment grounded on emotion?
- Question #4: Is redistribution of wealth morally permissible?
- Question #5: Does working for an unethical company corrupt an individual worker?

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### Part 3. Applied Ethics (8/20)

For part 3, we ask you to imagine the following scenario.

GoodSales Inc. is a company based in a country in which citizens are allowed to possess firearms freely with limited regulation. GoodSales Inc. is the top gun seller in the country, and hence, this is one of the main sources of the company's revenue. Meanwhile, there has been an intense debate in this country about gun laws in the aftermath of tragic school shootings. The country is evenly divided between people who see the preservation of these laws as a fundamental right to liberty and people who would prefer to either ban these laws or have much stricter gun control for the sake of safety. Your company has a big stake in this debate. Historically, GoodSales Inc. has been involved in legal lobby activities to avoid regulating the firearms market. Moreover, given your market share in this market, you know that a lot of the arms used in the shootings have the GoodSales Inc. brand on them. You are the newly appointed CEO of the company. In the first weeks of your appointment you notice that the company is divided.

- The Marketing department from GoodSales is mostly concerned with reputation. They are convinced that the anti-gun people will prevail in the long term and that the company will build up a good reputation by taking a stand and removing guns from their business. They also pitched a proposal for a Holiday Season television advertisement with a strong anti-gun message.
- Your sales team is strongly against it. They have argued that the company has a large, conservative customer base who will be displeased with not being able to continue buying your products, and might also not like the idea of seeing your company taking sides in this matter.
- Your PR Team (Public Relations) is warning you about both sides. The company has a longstanding tradition of not taking any side on political issues, and they believe doing so now, in such a contentious issue, might either be detrimental to the brand, or might give a new impetus to your company's brand value.

You are now the CEO of GoodSales Inc. You are left to ponder about several factors.

**You need to make a decision both in terms of the product mix, but also the marketing campaign on the topic. What is your position? Do you stand with the Marketing advisors, or would you go for the sales team recommendations? What would you do in this situation?**

In your answer, briefly describe and explain the ethical aspects and problems that may be at stake in this situation. Clarify the ethical concepts and theories you use in your answer as much as possible. considering what we discussed in class.

Your answer should have a maximum of 1000 words. You will not be assessed according to the position you choose. Only the following will be considered:

- analytical capacity - being able to recognize the ethical aspects and implications of the situation and decision.
- clarity and rigour of the concepts and explanations.
- validity and strength of arguments.

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