

Business Ethics Across Cultures

Objectives:

Upon completion of the program, participants will be able to:

- Assess expectations that clash with their ethical standards
- Initiate conversations about contrasting business practices
- Develop practices that are consistent with their values and meet their partners' needs.

Note: This workshop may be offered in conjunction with courses about specific topics (e.g. product-specific regulations, patient rights, harassment, and antitrust laws).

Participants learn to navigate in a business world in which a best practice in one culture is unethical in another. They learn to uphold their ethical standards by creatively addressing the underlying needs and expectations of their business partners.

Audience:

This workshop is designed for managers and employees who must comply with regulations as part of their job. (These employees could be scientists, lawyers, nurses or accountants. The program can be customized to fit the needs of participants from across industries and functions.) The ideal workshop size is between 15-25 participants.

Length Options:

This workshop is two-hours long. It can be:

- complemented by on-line pre- and post-learning, and
- offered together with other modules that strengthen compliance as a ½ day workshop.

Methodology:

Participants engage in scenario-driven role-plays and facilitated discussion that can be customized to reflect specific regulatory environments.

Overview:

The workshop begins with a review of the consequences of misaligned ethical practices in the global marketplace. Each module is designed around a learning card:

Module 1: Participants use an Ethical Clash Card™ to identify the ethical standard that a business expectation may violate.

Module 2: Participants use an Identifying Shared Values Card™ to identify alternatives to expectations that clash with their ethical standards.

Module 3: Participants practice communicating their preferred business practice on the basis of shared values.

Note: Participants are encouraged to continue using their cards after the workshop to sustain their commitment to ethical conduct.