

Case Assignment

Friday, August 7
Value - 8%

The Gold Watch Case

John is a thirty-five-year-old salesman with Anderson and Sons, Inc., an old, established wholesaler of office equipment. He lives near Anderson's headquarters in Montreal with his wife and two daughters.

On a recent sales tour, John met David, an office-equipment supplier who was interested in a line of photocopiers worth \$500,000. David told John that he would give John an order for the photocopiers in return for a gold Rolex watch worth \$13,000. David showed John the watch he wanted in a catalogue, and John said he would see what he could do.

On returning to Montreal, John told Charles, his boss, about the proposition, asking if he could go ahead and buy the Rolex in order to obtain the order. Charles was outraged and said, "This is immoral! It's not decent Canadian business practice to offer bribes. We're living in a civilized society. If I find out you've been bribing customers to get orders, I'll fire you on the spot! Have I made myself clear?"

After the confrontation with Charles, John left the office and drove to the home of Terry, his friend and colleague. He explained his plight and then said, "What can I do, Terry? It's an important order, and there's a chance of repeat business; David is interested in office furniture and computers as well as more photocopiers in the future."

Terry thought for a moment and then said, "John, why don't you finance the deal yourself? Buy the stupid watch yourself and land the contract. With your commission and any future business, you'll get a decent return on your investment. Don't even tell Charles; he's so ridiculously old-fashioned, he has no idea how to do business."

John left Terry's home, went to his car, thought for a few minutes, and then drove to his bank. Mr. Gray, the bank manager and a close friend of John's father, listened to John's reasons for wanting the \$13,000 loan. Despite the fact that John's chequing account was overdrawn, he agreed to give John the money immediately.

The next day John went to a jewelry store near his office and asked the clerk for the specific Rolex watch requested by David. While he was waiting for the clerk to bring him the watch, Jane, Charles' secretary, came into the store to buy a birthday present for her mother. Unobserved by John, she watched as the clerk gave the watch to John in exchange for \$13,000 cash. In her astonishment she forgot about finding a present for her mother, hurried back to Anderson and Sons, burst into Charles' office, and asked, "How can a salesman who earns \$30,000 a year afford a \$13,000 watch?"

Charles was furious. He rushed out of his office and found John just returning from the jewelry store. "You're fired!" he shouted.

"Let me explain...", muttered John.

"No excuses! I warned you!" At that moment a fax came through; it read as follows: "NO LONGER INTERESTED IN PHOTOCOPIER DEAL. FOUND ALTERNATIVE SUPPLIER. DAVID."

Instructions:

Your submission is to be uploaded to Brightspace.

Be sure that your work:

- Contains relevant background information
- Draws upon course text and lecture material
- Explanations are well-organized
- Central ideas are presented very clearly, cogently, and effectively
- All sources are cited using APA style
- Minimal spelling, punctuation, and grammatical errors
- Type-written
- Single-spaced
- 12-pt Arial font
- One-inch wide margins on all four sides
- Submitted in MS-Word

Name:

Activity #1:

1. Rank the following characters from 1 (**most immoral**) to 6 (**least immoral**).

_____ John

_____ David

_____ Charles

_____ Terry

_____ Mr. Gray

_____ Jane

Activity #2:

1. Explain your rankings and provide a rationale for each that articulates clearly your associated values and beliefs as best you can.

Activity #3:

1. Where possible, what past experiences or characters were recalled by this story?
2. Were you conflicted in any way with your rankings?
3. Explain how this experience showed you about the nature of individual values?
4. About societal values?
5. Which approaches to ethical thinking apply to this Case?
6. Under what circumstances John's actions would be considered Ethical?
7. Which ethical theories apply to this case?
8. What is your view of whistleblowing after reading this Case? Did it change? Stay the same?