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## ACCA DOCKET FEATURE

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## Business Ethics Quiz

The following 9 questions are designed to test your knowledge of the ethical concerns in giving or receiving gifts in a business relationship. Please check "ETHICAL" if you think you acted properly and "UNETHICAL" if you think you acted improperly.

After you have answered all of the questions, click on "submit answers" to find out how you did.

1. You are working on a bid for the City of Aniwear. The director of purchasing mentions that the mayor is having a difficult time raising campaign funds. You make a \$50 donation in the name of NEC to the mayor's campaign fund.

ETHICAL     UNETHICAL

2. ACE Communication Co. is one of your best customers. The vice president of purchasing expresses interest in the new laptop offered by NEC. You use your employee discount to purchase a laptop and resell the laptop at that discounted price to her.

ETHICAL     UNETHICAL

3. You use your employee discount to purchase a laptop and loan the laptop to her indefinitely to permit a full evaluation.

ETHICAL     UNETHICAL

4. NEC has been contacted by a telecommunications consultant for a large medical facility which is requesting bids on a private microwave transmission network. NEC is advised by the consultant that interested bidders must pay a nonrefundable commitment fee of \$10,000 directly to the consultant. This will reduce his cost of preparing a bidder's package for the prospective vendors on the project. You contact accounting to obtain a check for the \$10,000.

ETHICAL     UNETHICAL

5. ABC Consulting, Inc. has been retained to provide

a management survey and comprehensive report on productivity in the company's manufacturing operations. A few weeks later Mary Woods, a partner at ABC Consulting, Inc. calls you to let you know she has two free tickets to an upcoming Mets game. You go to the game. (The Mets lose, of course.)

- ETHICAL       UNETHICAL

6. A few months later, Mary Woods calls again to let you know ABC Consulting has four tickets to the Super Bowl. ABC Consulting, Inc. is currently in discussions with you about a major MIS project. You and your wife go to the Super Bowl in New Orleans. The Buffalo Bills win. (Remember this is a fictional story!)

- ETHICAL       UNETHICAL

7. ACE Advertising wants to meet with you to discuss a novel ad concept for a newly announced project. Following an all morning presentation, they ask you to be their guest for lunch at an expensive East Side Manhattan Restaurant. You have a nice lunch and thank them for the unexpected treat.

- ETHICAL       UNETHICAL

8. The guest list for the World Series of Golf has been finalized. John Boyle, Senior Vice President at Liberty Bell Inc., a long time NEC customer, has been left off the list. You quickly pull some strings to make sure that his name gets on the list. While you and your foursome play a round of golf at the WSOG you use this opportunity to talk about some new exciting features in the NEC ATM products to Boyle. Mr. Boyle is not involved in the procurement process for Liberty Bell Inc. Six months later, Liberty Bell Inc. signs a \$4 million contract for NEC ATM products.

- ETHICAL       UNETHICAL

9. You are attending the closing on a long term \$100 million agreement between Succinct Communications Co. and NEC under which Succinct Communications Co. will purchase NEC OC-48 equipment. At the closing ceremony you receive as a commemorative gift, a Mont Blanc pen valued at \$250. You thank the president of Succinct Communications Co. and put the pen in your pocket. You return to the office and send a memo to the legal division telling them you would like to keep the pen.

- ETHICAL       UNETHICAL

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