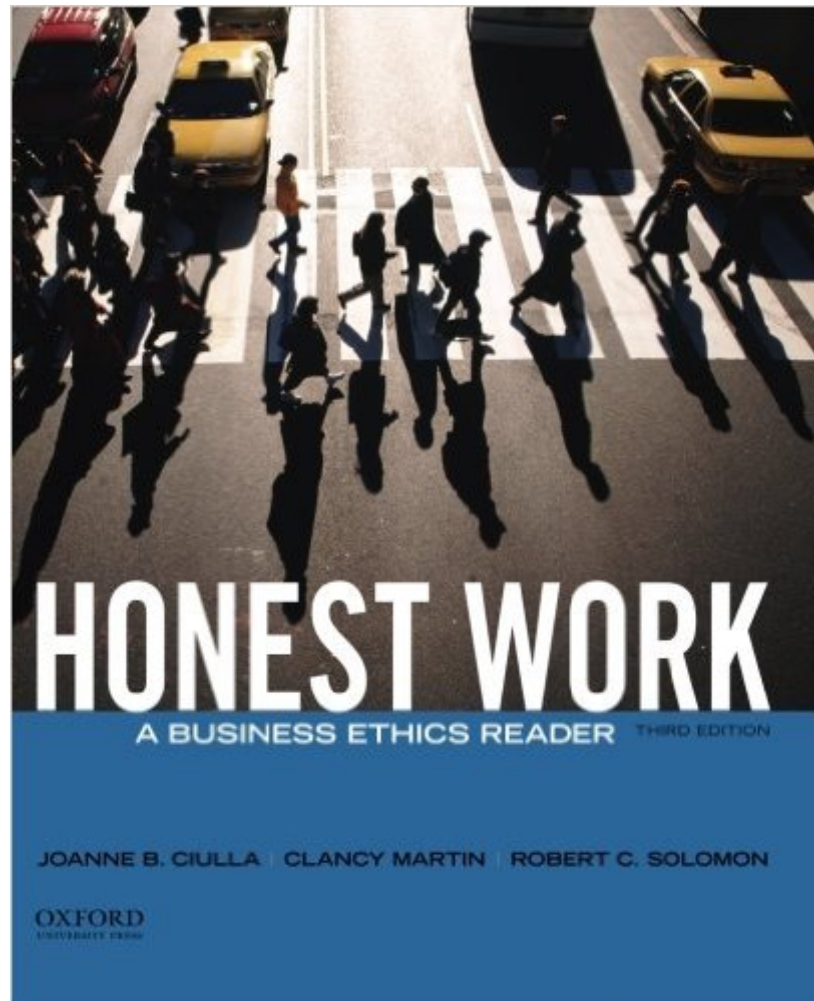


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# Honest Work: A Business Ethics Reader



## Synopsis

Revised in the aftermath of the worst global financial crisis since the Great Depression, the third edition of *Honest Work: A Business Ethics Reader* reflects and reinforces the editors' assertion that business ethics is primarily about the ethics of individuals. Featuring 115 brief articles and 89 real-life case studies, this unique anthology covers all aspects of business ethics under the overarching theme of the good life--what it means to students as individuals, what it means for business, and what it means for society. The book also includes an extensive chapter that explores the relationship between leadership and ethical behavior in business. Excerpts from plays, short stories, and novels enliven the text, and study and discussion questions engage students. In the wake of the global recession, the third edition offers 18 new readings and 21 new case studies on such topics as employment in an uncertain job market, honesty and trust, the financial crisis, justice and fairness, the free market, the global village, and more. This edition also includes more discussion questions for each article and chapter. An Instructor's Resource CD containing chapter objectives and summaries, essay questions, a test bank, suggested readings, and web links is available to adopters. A Companion Website at [www.oup.com/us/ciulla](http://www.oup.com/us/ciulla) contains the same material as the Instructor's CD along with self-quizzes, suggested readings, and web links for students.

## Book Information

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## Customer Reviews

As I presume this reader is intended to be used in business ethics and related applied ethics courses, I have to say it simply tries to cover too much. Featuring 115 articles and 89 "cases" (which can be used either for the purpose of homework or in-class assignments), this book endeavors too

provide an overview of ethical problems and dilemmas that students might face in their prospective work environments. Integrating new material on technology, hedge funds and derivatives, and the future of the free market, this third edition of "Honest Work" updates the previous one by adding 16 new readings and 9 provocative new cases. "Honest Work" may be used for undergraduate, graduate, and executive business ethics courses, and by anyone who wants to think about the challenges involved in being good and doing well in business; however, it will most likely be used in undergraduate courses. The readings try to cover seemingly ALL aspects of business ethics, some of which are rather esoteric (e.g., the hip section on ethics and technology that begins with Locke on property??), under a puzzling (because business people typically think of the good life in very different, more rigid terms than academic philosophers) overarching theme of the good life -- what it means personally, what it means for business, and what it means for society. Here's what's new to third edition of "Honest Work": More discussion questions have been added to each article and chapter to help provoke further conversation in the classroom; Ch. 11 on international business has been updated to reflect emerging ways of thinking about globalization; Ch. 15 on the future of the free market has been updated with discussions on the nature of the market and fairness in light of the financial crisis; Ch.

I gave this book 4 stars because it's both well-written and well-intended. My criticism for why I had to purchase this book, and my suggestion for how ethics instruction would better serve business students is not directed specifically against the author's work. Let me start with something a little counter-intuitive: hard business skills are more relevant than ethical awareness in preventing unscrupulous business behavior. How? People do not typically use business skills to extract money dishonestly. They use sales techniques and other soft coercive skills. Bernie Madoff sold a ponzi to investors and Andy Fastow (Enron) coerced a byzantine, yet unsophisticated accounting fraud onto a reputable accounting firm using charm, manipulation, and intimidation. They harnessed powerful emotional tools to prey on people's insecurities. In these and other recent financial crimes, were the victims and secondary accomplices more competent and confident in their own hard business skillsets, they may have stood firm against pressure by charismatic and powerful fraudsters. Good intentions (everyone has them) plus confidence in one's own professional aptitude (few people have this) equates to ethical resolve in the real business world. A standalone ethics course doesn't give business students actual tools to resist coercion in their professional futures. As a practical matter, ethics shouldn't be taught in a vacuum or with the simplified case studies provided in this text. Ethics should be bundled within existing accounting and finance courses so that actual ethical

dilemmas are discussed in their precise business context (i.e.

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