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Build business ethics expertise through application. Business Ethics as Rational Choice focuses on building decision-making skills so that readers can arrive at, and defend, personal or company decisions in an objective, and convincing, manner.

This book develops an intellectual framework for analyzing ethical dilemmas that is both grounded in theory and versatile enough to deal rigorously with real-world issues. It sees ethics as a necessary foundation for the social infrastructure that makes modern life possible, much as engineering is a foundation for physical infrastructure. It is not wedded to any particular ethical philosophy but draws from several traditions to construct a unified and principled approach to ethical reasoning. Rather than follow the common academic practice of seeking a reflective equilibrium of moral intuitions and principles, it builds on a few bedrock principles of rational thought that serve as criteria for valid argumentation. It develops the ideas from the ground up, without presupposing any background in ethics or philosophy.

Epistemologically, the book views ethics as parallel to mathematics, in that it relies on generally accepted proof techniques to establish results. Whereas mathematics rests on such proof paradigms as mathematical induction and proof by contradiction, ethics can be seen as relying on proof by applying consistency tests, such as generalizability and respect for autonomy. Utilitarianism also plays a key role, but it is reconceived as a deontological criterion. This approach obviously requires that these criteria be formulated more rigorously than is normally the case. To accomplish this, the book begins with the classical idea that an action is distinguishable from mere behavior by virtue of its having a coherent rationale, where coherence requires passing certain consistency tests such as generalizability. An action is therefore inseparable from its rationale, and generalizability is defined in terms of consistency with the rationale. A utilitarian criterion receives a similar treatment with respect to a means-end rationale. Respect for autonomy is grounded in a carefully developed action theory that takes into account such concepts as joint autonomy, implied consent, and the permissibility of interference with unethical behavior. It provides an account of responsibility that is both practical and theoretically satisfying, and it yields a novel solution of the much-discussed trolley car

dilemmas. The book is written for a general audience and strives to be as readable and engaging as possible, while maintaining rigor. It begins by dispelling a raft of misconceptions that trivialize ethics and block its development as an essential tool of modern life, such as the notion that ethics is just a matter of opinion without rational foundation. After presenting the ethical principles just described, along with many examples, it provides several chapters that analyze real-life dilemmas, many obtained from the author's students and professional workshop participants. One cannot understand physics or chemistry without seeing how their principles are applied to real problems, and the same is true of ethics. These chapters demonstrate that a unified normative theory can deal with a wide range of real cases while achieving a reasonable level of objectivity and rigor.

The book considers how to make the methodology of business ethics more scientific, especially its normative branch. Storchevoy explores the attempts of economic theory to contribute to the scientific normative analysis of economic behavior, particularly the welfare economics of 1910-1950 and methodological discussions of economics and ethics from 1980-2015. He then examines the development of the methodological structure of business ethics in general since the 1980s and the scientific validity of normative business ethics, including stakeholder theory, the separation thesis, integral social contract theory, corporate social responsibility, virtue ethics and other frameworks. He concludes by suggesting an additional step to make business ethics a more systematic discipline by developing a typology of moral issues and dilemmas. *Business Ethics as a Science* will be a thought-provoking resource for students and practitioners of business ethics and economists alike.

ethics." Certainly our industry is bound by the formal constraints of law in national, state, and local jurisdictions. What this volume reminds us, however, is that those laws are only as good as the personal "sea of ethics" in which each of us operates. **THE ETHICS OF PROPERTY INVOLVEMENTS** Stephen E. Roulac The Roulac Group San Rafael, California and Visiting Professor University of Ulster Ethical considerations are a dominant theme in the management literature. As "Ethics and ethical issues surround our lives, ... ethics has become one of the most rapidly growing areas of management research, with over 800 articles and 1,400 books appearing since 1990" (Schminke, Ambrose, and Miles, 1998). Compared to business and business management, however, the research and writing on real estate in an ethics context is in the very early stages of development. The lack of a developed literature on ethics in real estate is reflected in the response by one highly placed executive to my solicitation for funding to support the publication of this volume: "I didn't know there were any ethics in real estate!" Fortunately, the Summa Corporation and the American Real Estate Society believe in the importance of ethics in real estate, for their cosponsorship has made possible this special monograph on the subject of Ethics in Real Estate. The support of the Summa Corporation and the American Real Estate Society of this pioneering volume is warmly and appreciatively acknowledged.

The five volumes of this ultimate resource recognize the inherent unity between business ethics and business and society, that stems from their shared primary concern with value in commerce. This Encyclopedia spans the relationships among business, ethics, and society by including more than 800 entries that feature broad coverage of corporate social responsibility, the obligation of companies to various stakeholder groups, the contribution of business to society and culture, and the relationship between organizations and the quality of the environment.

Spans the relationships among business, ethics, and society by including numerous entries that feature broad coverage of corporate social responsibility, the obligation of companies to various stakeholder groups, the contribution of business to society and culture, and the relationship between organizations and the quality of the environment.

The links between self-interest and morality have been examined in moral philosophy since Plato. Economics is a mostly value-free discipline, having lost its original ethical dimension as described by Adam Smith. Examining moral philosophy through the framework provided by economics offers new insights into both disciplines and the discussion on the origins and nature of morality. *The Morality of Economic Behaviour: Economics as Ethics* argues that moral behaviour does not need to be exogenously encouraged or enforced because morality is a side effect of interactions between self-interested agents. The argument relies on two important parameters: behaviour in a social environment and the effects of intertemporal choice on rational behaviour. Considering social structures and repeated interactions on rational maximisation allows an argument for the morality of economic behaviour. Amoral agents interacting within society can reach moral outcomes. Thus, economics becomes a synthesis of moral and rational choice theory bypassing the problems of ethics in economic behaviour whilst promoting moral behaviour and ethical outcomes. This approach sheds new light on practical issues such as economic policy, business ethics and social responsibility. This book is of interest primarily to students of politics, economics and philosophy but will also appeal to anyone who is interested in morality and ethics, and their relationship with self-interest.

Corporate social responsibility has become a heavily discussed topic in business ethics. Identifying some generally accepted moral principles as a basis for discussion, *Individuals, Groups, and Business Ethics* examines ethical dimensions of our relationships with families, friends and workmates, the extent to which we have obligations as members of teams and communities, and how far ethics may ground our commitments to organisations and countries. It offers an innovative analysis that differentiates amongst our genuine ethical obligations to individuals, counterfeit obligations to identity groups, and complex role-based obligations in organised groups. It suggests that often individuals need intuitive moral judgment developed by experience, reflection and dialogue to identify the individual obligations that emerge for them in complex group situations. These situations include some where people have to discern what their organisations' corporate social responsibilities imply for them as individuals, and other situations where individuals have to deal with conflicts amongst their obligations or with efforts by other people to exploit them. This book gives an integrated, analytical account of how our obligations are grounded, provides a major theoretical case study of such ethical processes in action, and then considers some extended implications.

Economics and moral philosophy have in recent years been considered to be distinct and separate fields. However, behavioural economics has started to reconcile various aspects of morality and economics, which has offered new conceptual opportunities to advance economics ethics and business ethics. This book aims to advance economic ethics and business ethics by combining normative principles and empirical evidence grounded on the key motivational forces in economic decision making. It has three core objectives: to assess order ethics as a theory of both economic ethics and business ethics, using behavioural economics methods and evidence; to identify cardinal virtues for modern business ethics; to set up valuable guidelines for the implementation of economic ethics and business ethics.