



**ETHICS AND PROFESSIONALISM**

(540)

**REGIONAL 2024**

**FINAL**

**Presentation Points \_\_\_\_\_\_\_\_\_\_ (160 points)**

**TOTAL POINTS \_\_\_\_\_\_\_\_\_\_ (160 points)**

**Preparation Time: 20 minutes**

**GENERAL GUIDELINES:**

***Failure to adhere to any of the following rules will result in disqualification:***

1. Contestants must hand in this test booklet and all printouts if any.
2. No equipment, supplies, or materials other than those specified for this event are allowed in the testing area. No previous BPA tests and/or sample tests (handwritten, photocopied, or keyed) are allowed in the testing area.
3. Electronic devices will be monitored according to ACT standards.

**DESCRIPTION:**

Explore the application of ethical frameworks to various aspects used in business today.

**REGIONAL FINAL Scenario:**

You are a sales representative at Digital Solutions. You have four co-workers on your sales team that you work well with and enjoy hanging out with outside of working hours. One evening you overhear Rachel, who is on your sales team, talking badly about Digital Solutions and members of the management team while socializing after work at a local restaurant that you frequently go to. You think maybe she’s just having a bad day and you decide to ignore her comments. The next time you are all socializing after work at the same restaurant, you hear Rachel again disparaging Digital Solutions and the management teams. The next day at work you approach Rachel to offer advice about not talking negatively in public about Digital Solutions or co-workers. She explains that what she does off the clock is her business and that you should stop eavesdropping on her conversations then asks, “Are you going to rat me out now?”

How would you respond? What are the desired behaviors in this scenario?

**A contestant will be DISQUALIFIED for violations of the Copyright and Fair Use Guidelines.**

**Contestants who do not submit an entry that follows this topic will be disqualified.**

**Answers will vary, but may include the following from the *Ethics and Professionalism Resources Manual*:**

* Professionalism allows for heightened respect from clients, thereby, opening greater lines of communication and potentially increasing trust. A company known for maintaining a level of high ethical and professional standards is typically valued above its peers when competing in the same market.
* Internal + External: Good business ethics requires that ethical behavior be practiced both internally as well as outside of the business. In simple terms, you must “practice what you preach.”
* Values: A person’s moral code is integrated into his/her business ethics. A person uses his/her own personal values in the context of his/her business dealings. Being able to determine right from wrong is instilled in us as children and is difficult to change as we mature into adulthood.
* Leadership: Ethical behavior more often than not trickles down from the top. If the leaders of an organization practice good business ethics, chances are better that employees will follow the example.