

NOTES



**Ethical Negotiations
in a Changing Economy**

Learning Facilitator
Joan L. Eisenstodt, Eisenstodt Associates, LLC
eisenstodt@aol.com

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**"The function of education
is to teach one to
think intensively and
to think critically...
Intelligence plus character –
that is the goal of true
education."**

*~ ~ Martin Luther King Jr., Nobel
Prize-winning 20th-century American
civil rights leader*

NOTES

What is the relevance of a discussion about
ethical negotiations?

Or said another way
If you negotiate unethically ...

what might result – short- and long-term?

ETHICAL DECISIONS:
“How should an individual ... confronted with an ethical dilemma, reach a decision that is competitively, organizationally, economically, and ethically sound?”

Can Ethics Be Taught? Harvard Business School Press

NOTES

What guides you?

- How do you use your employer's ethics guidelines? *(Do they exist?)*
- How do you use a professional organization's code of conduct, ethics, or professionalism?
- If none of these are available, on what do you rely?

Considerations for Ethical Negotiations

- Room blocks
- Commissions/Rebates/Points
- Parties to the contract
- Meeting history/Property info

Considerations contd.

- Room types
- Room rates
- Policies
- Changes

NOTES



As a result of participation in this session ...

**“Lots of people want to ride with you in the limo, but what you want is someone who will take the bus with you when the limo breaks down.”
~ ~ Oprah Winfrey**

Resources

<http://www.globalethics.org/affiliates/canada/>
<http://www.ethicsweb.ca/>
<http://www.ethicscentre.ca/EN/index.cfm>
www.meetingscollaborative.com (blog)
www.ethics.org
www.globalethics.org/
Working Paper: Nameless + Harmless = Blameless:
When Seemingly Irrelevant Factors Influence
Judgment of (Un)ethical Behavior
<http://hbswk.hbs.edu/item/6020.html>
