

Suggested activity

Business ethics

Exploring ethical dilemmas in local business

Indicative study duration: 60 min

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Teacher instructions

Objective

To guide students in analysing ethical dilemmas within a familiar local business context, applying concepts of right and wrong, and considering the role of values in decision-making

Preparation

- Prepare a handout with the case study (see below).
- Divide students into small discussion groups (4-5 students per group).
- Arrange the classroom to facilitate group discussions.
- Prepare a simple peer evaluation sheet (see handout section)
- Have flip chart or whiteboard available for sharing ideas.

Implementation

1. **Introduction (5 minutes):**
 - Briefly introduce the concept of ethical dilemmas and their relevance to everyday life and business.
 - Explain that they will be working in groups to discuss a case study involving a local market vendor.
2. **Group discussion (20 minutes):**
 - Distribute the case study handouts and peer evaluation sheet
 - Instruct groups to read the case study carefully and discuss the following questions:
 - What is the central ethical dilemma presented in this case?
 - What are the different options the vendor has?
 - What are the potential consequences of each option?
 - Which values are at play (e.g., honesty, fairness, profit, community)?
 - What would be the most ethically responsible way for the vendor to act?
 - Encourage active participation and respectful listening within each group.
3. **Group feedback and recommendations (10 minutes):**
 - Ask each group to briefly share its analysis of the dilemma and its proposed solutions to another group.
 - Encourage students to share and compare different points of view.
 - Explain the role of peer evaluation in this activity.
4. **Class discussion (20 minutes):**
 - Discuss the solutions proposed by groups with the whole class.
 - Reflect the peer evaluation's role in learning about ethics and students experience from the activity.
5. **Conclusion (5 minutes):**
 - Summarize the key takeaways from the discussions.
 - Reiterate that ethical decision-making is a vital skill for business success and community building.

Student instructions

The market vendor's dilemma: exploring ethical choices

Your task

You will work in groups to discuss a real-life ethical dilemma faced by a market vendor. You will need to read the case study, explore the different options the vendor has, consider different perspectives, and then decide what you think is the most ethical way to deal with the issue.

Steps to follow

1. **Read the case:** Carefully read the case study provided.
2. **Discuss the dilemma:** Discuss the following questions within your group:
 - What is the central ethical dilemma in this case?
 - What are the different options the vendor has?
 - What are the potential consequences of each option?
 - Which values are important in this situation?
 - What is the most ethically responsible thing to do?
3. **Prepare your solution:** Prepare and practice presenting your recommendations for solving this dilemma.
4. **Share and evaluate:** Your group will share your thoughts and proposed solution with the class, after that you will complete a peer evaluation form.
5. **Discuss:** In the class we will discuss how each team approached the situation and what we can learn from this experience.

Handout materials

Case study: the slightly damaged mangoes

A local market vendor, Jamila Ally, has a stall where she sells fresh produce. She buys mangoes from a local farmer to sell at the market. This week, a large batch of mangoes arrived with small bruises and skin damages from a recent rainstorm. The mangoes are perfectly safe to eat and still taste good, but are not visually as attractive and she knows it might be difficult to sell at full price. Jamila has several options:

- **Option A:** Sell the mangoes at the usual price without informing the customers about the small damages. She has bills to pay, and this will help her to get all the money she is expecting.
- **Option B:** Lower the price of the mangoes slightly and inform the customers about the damages, but focus on how good they still taste.
- **Option C:** Sort out the damaged mangoes and sell them at a much lower price, selling the best-looking ones for the normal price. She is not sure if people will buy damaged

goods, and she is afraid of not selling all her mangoes.

- **Option D:** Do not sell damaged mangoes, she is afraid that customers won't come back to her stall again if they see her selling flawed goods.

What should Jamila do? How can she solve this dilemma?

Peer evaluation form

Please provide your feedback about another group's performance by filling in the form below:

Group number:

1. Did the group clearly identify the main ethical dilemma in the case?

Not at all: 1	2	3	4	Very clearly: 5
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2. Did the group discuss all possible options for the market vendor?

Not at all: 1	2	3	4	All options were discussed: 5
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3. Did the group consider different values when evaluating the options?

Not at all: 1	2	3	4	Values clearly defined: 5
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4. Did the group present a clear and reasonable solution for the dilemma?

Not at all 1	2	3	4	Solution was very clear and well thought out: 5
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5. Was the group respectful and inclusive during the presentation?

Not at all 1	2	3	4	Communication was very respectful: 5
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6. Do you have other comments?

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