

Decision-Making Framework for Business Ethics

1. Determine the facts and state the problem.
2. Identify the stakeholders.
3. Identify relevant factors.
4. List 3-5 potential options.
5. Assess options using various tests:
 - a. Harm test
 - b. Legality test
 - c. Precedence test
 - d. Publicity test
 - e. Defensibility test
 - f. Mom test
 - g. Reversibility or “Golden Rule” test
 - h. Virtues test
 - i. Professional test
 - j. Peer or colleague test
 - k. “How does it make me feel?” test
 - l. Organization test
6. Make a tentative choice
7. Review steps 1-6