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