

BUSINESS, SOCIETY & ETHICS

Honest Deception

As you read the material for our next class, keep the questions below in mind. To answer these questions you will have to reflect critically on what you have read and possibly re-read important passages. Keep in mind that there are two basic kinds of information that you need to look for in the reading:

1. What are the main points or conclusions that an author accepts with respect to a particular issue?
2. What are the reasons, important considerations, and evidence that lead the author to accept that conclusion?

For our purposes, *it is information of the second sort that will be our primary concern* since our most basic task is to *evaluate the reasons and evidence* that are offered to support accepting one possible conclusion about an issue, rather than another.

Although I strongly suggest that you write out brief answers to these questions, you do not have to turn in written responses. You do, however, need to be prepared to speak intelligently about these issues at our next class meeting.

Reading

- Carr, A. Z. (1968, January/February). Is Business Bluffing Ethical? *Harvard Business Review*, 64(1), 143–153..

Questions

1. What is bluffing? Why bluff in poker? Why is it morally permissible to bluff in poker? What exactly *is* unethical behavior in poker?
2. What is business bluffing? Why does Carr believe that the same arguments about bluffing in poker show that business bluffing is also morally permissible?
3. How compelling is Carr's argument by analogy? That is, the strength of Carr's argument depends on poker and business being similar in important ways. However, are there any important differences between poker and business that might challenge his analogy?