







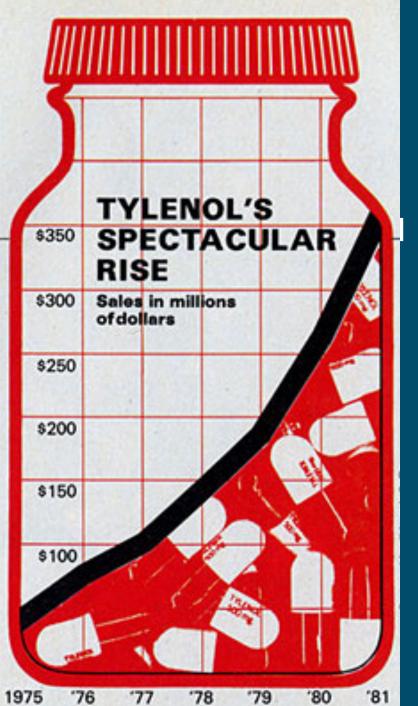






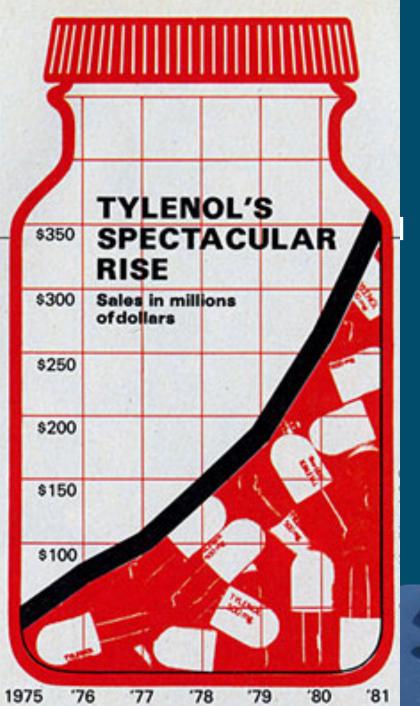
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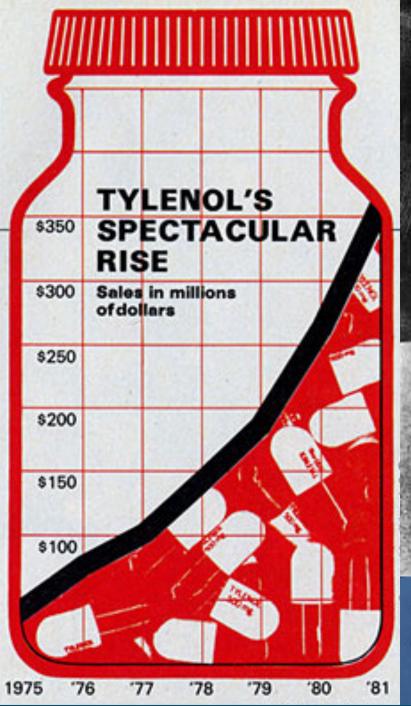
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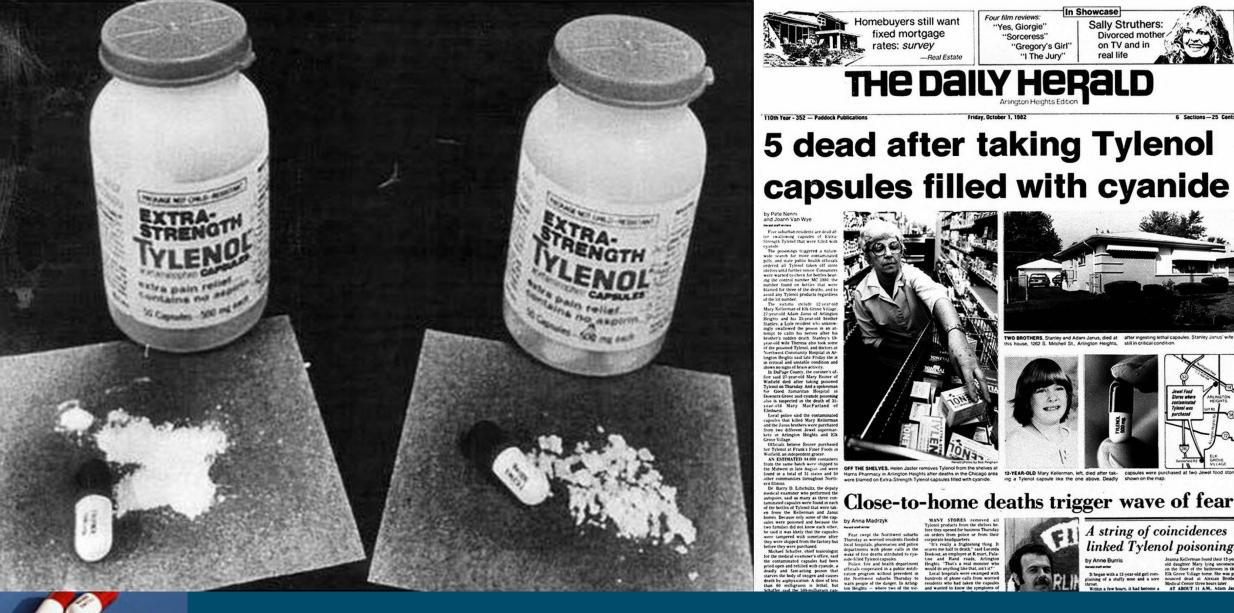




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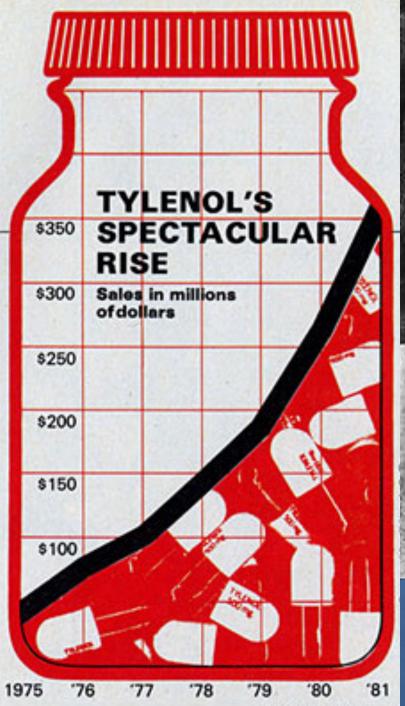
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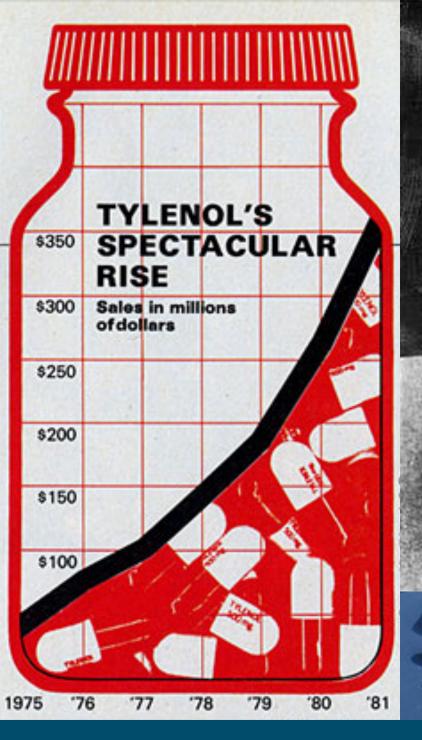








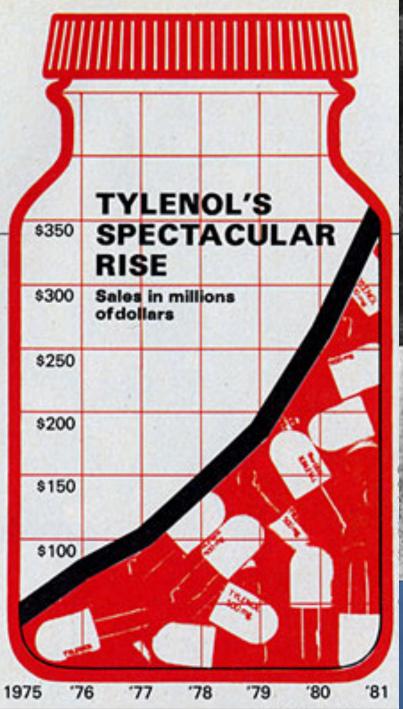
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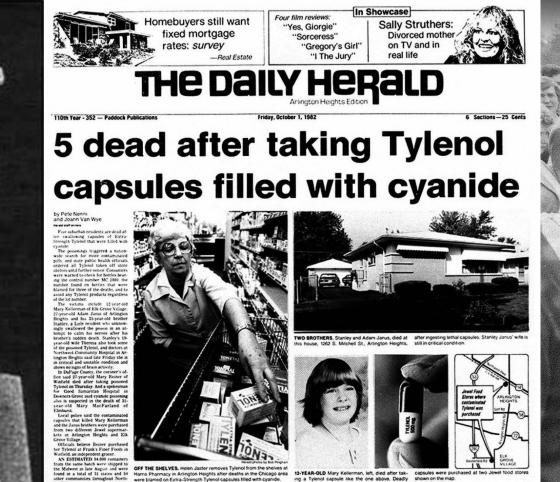




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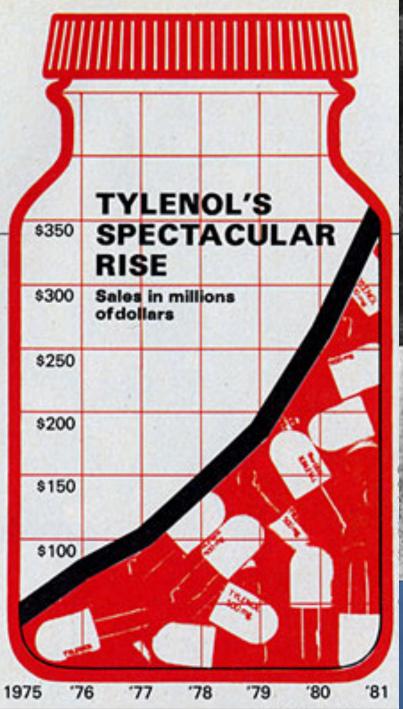




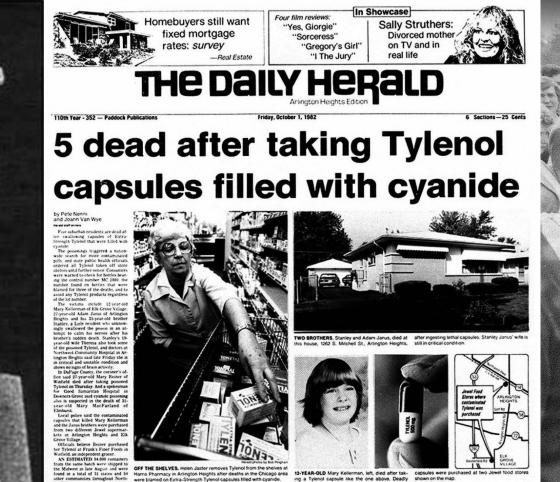
Close-to-home deaths trigger wave of fear

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THE PURPOSE-BASED APPROACH TO BUSINESS

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WHAT IS GOOD BUSINESS?

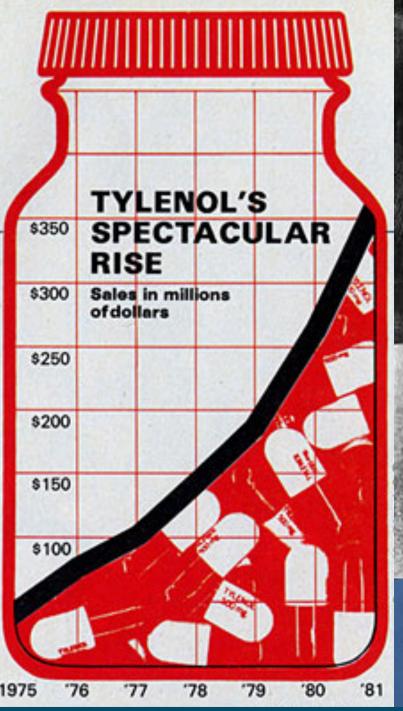
WHAT IS THE PURPOSE OF BUSINESS?

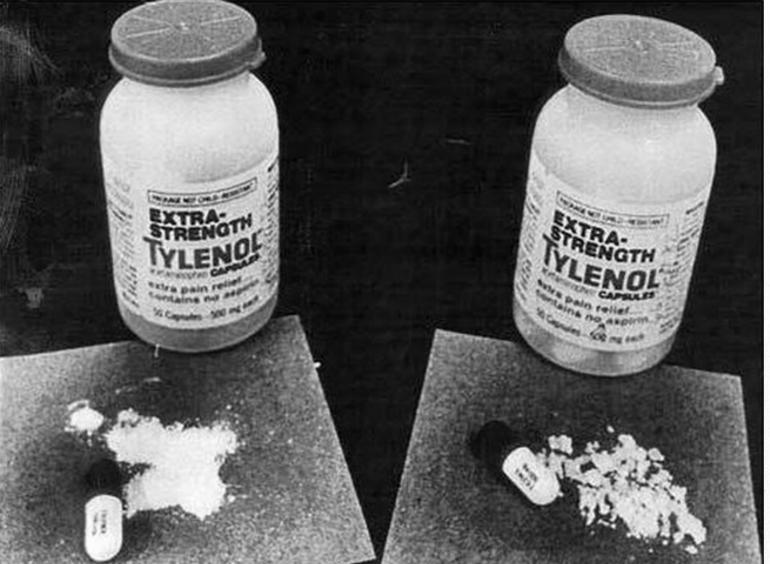
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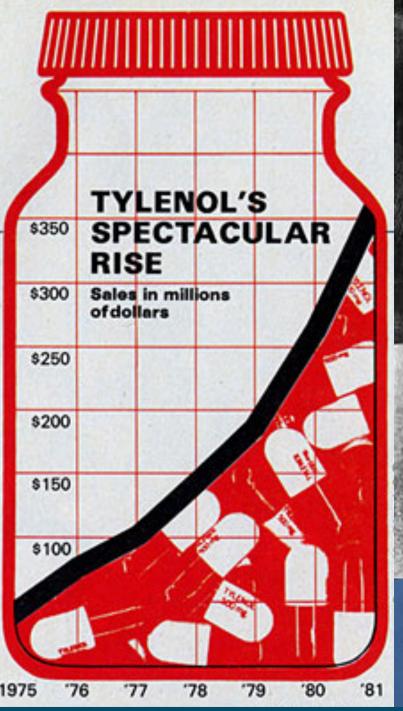
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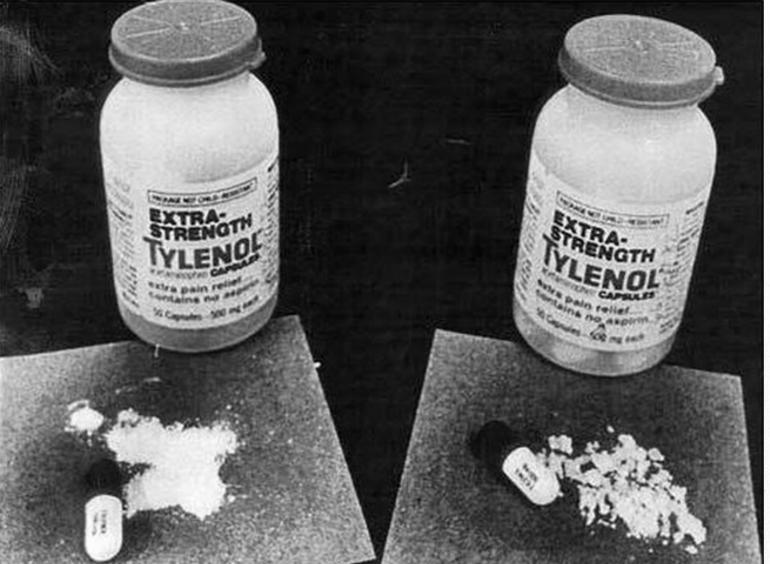
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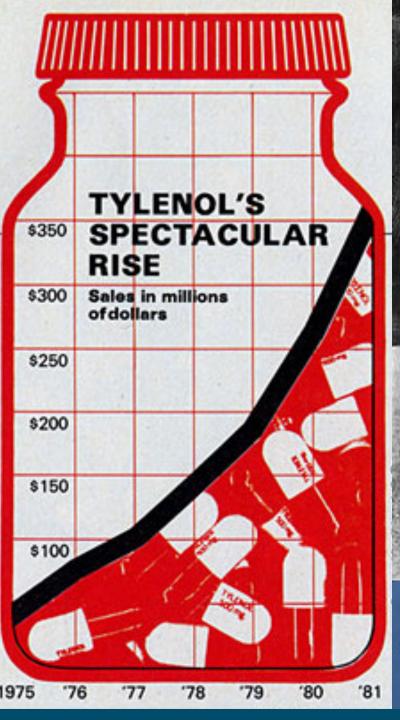
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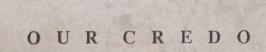






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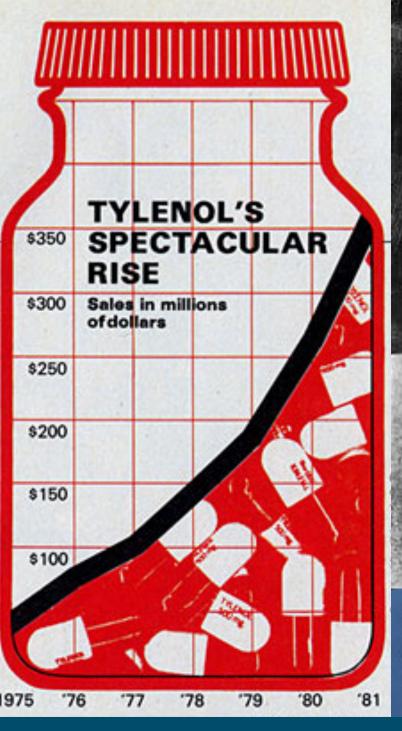
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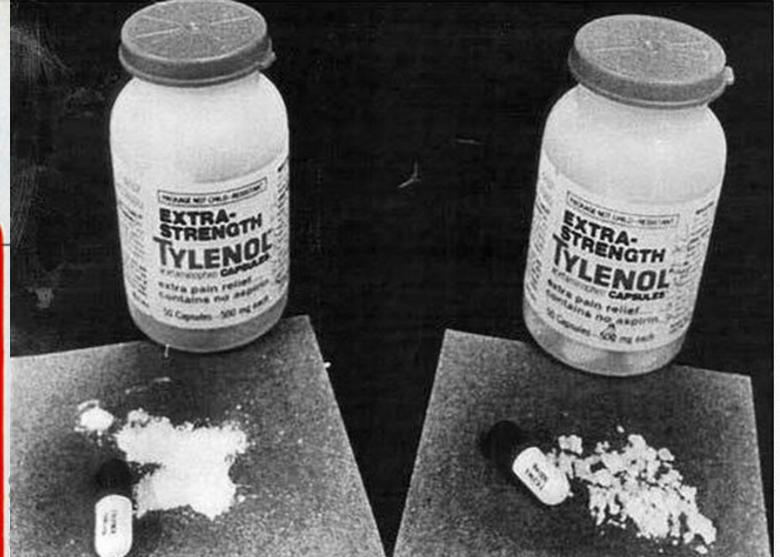
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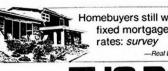












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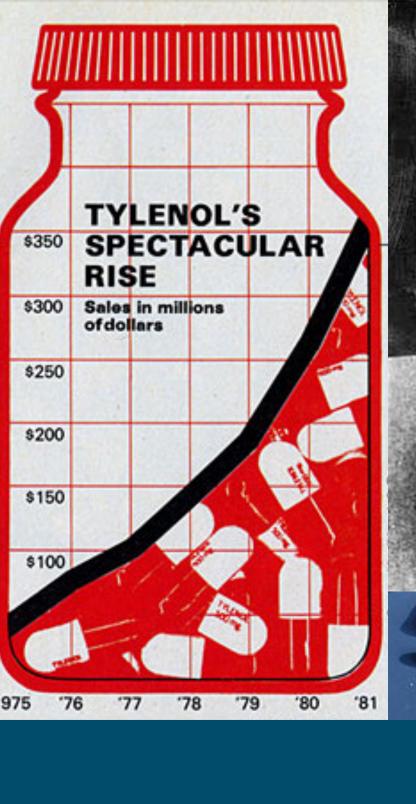
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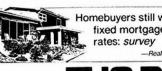
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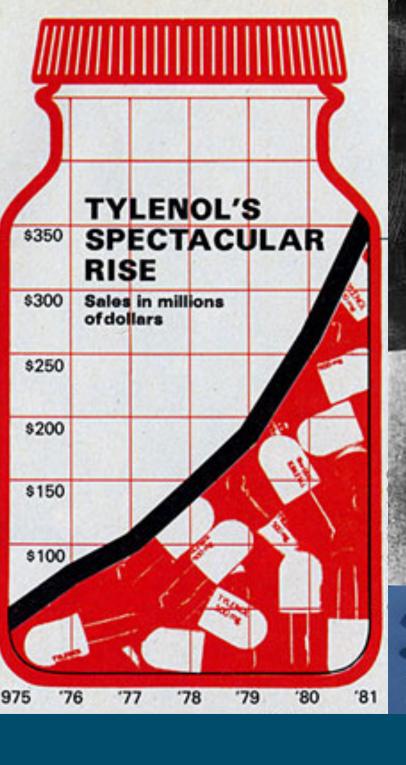
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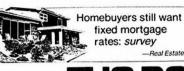
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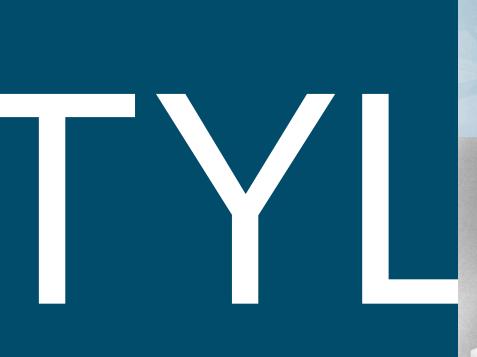
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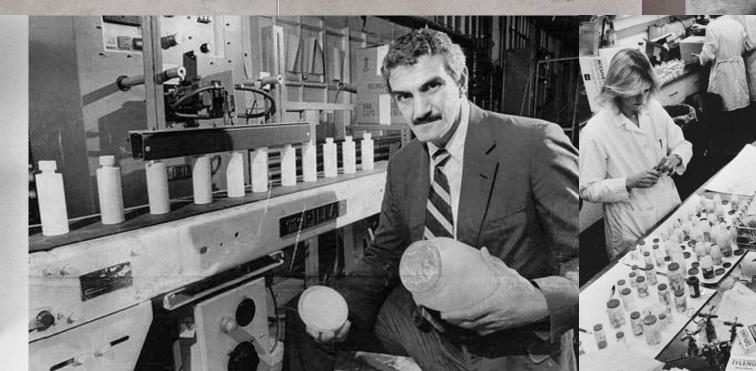
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THE Daily Herald

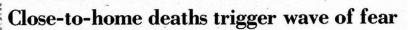
5 dead after taking Tylenol

capsules filled with cyanide











A string of coincidences linked Tylenol poisonings

O U R C R E D O

WE BELIEVE OUR FIRST RESPONSIBILITY IS TO THE DOCTORS, NURSES AND PATIENTS, TO MOTHERS AND FATHERS AND ALL OTHERS WHO USE OUR PRODUCTS AND SERVICES. IN MEETING THEIR NEEDS EVERYTHING WE DO MUST BE OF HIGH QUALITY. WE MUST CONSTANTLY STRIVE TO REDUCE ACCURATELY. OUR SUPPLIERS AND DISTRIBUTORS MUST

WE ARE RESPONSIBLE TO OUR EMPLOYEES, THE MEN AND WOMEN WHO WORK WITH US THROUGHOUT THE WORLD. EVERYONE MUST BE CONSIDERED AS AN INDIVIDUAL. WE MUST RESPECT THEIR DIGNITY AND RECOGNIZE THEIR MUST FEEL FREE TO MAKE SUGGESTIONS AND COMPLAINTS. THERE MUST BE EQUAL OPPORTUNITY FOR EMPLOYMENT, WE MUST PROVIDE COMPETENT MANAGEMENT, AND THEIR

WE ARE RESPONSIBLE TO THE COMMUNITIES IN WHICH WE LIVE AND WORK AND TO THE WORLD COMMUNITY AS WELL. WE MUST BE GOOD CITIZENS — SUPPORT GOOD WORKS AND CHARITIES AND BEAR OUR FAIR SHARE OF TAXES. WE MUST ENCOURAGE CIVIC IMPROVEMENTS AND BETTER HEALTH AND EDUCATION. WE MUST MAINTAIN IN GOOD ORDER THE PROPERTY WE ARE PRIVILEGED TO USE, PROTECTING THE ENVIRONMENT AND NATURAL RESOURCES.

BUSINESS MUST MAKE A SOUND PROFIT WE MUST EXPERIMENT WITH NEW IDEAS. RESEARCH MUST BE CARRIED ON. INNOVATIVE PROGRAMS DEVELOPED AND MISTAKES PAID WE OPERATE ACCORDING TO THESE PRINCIPLES, THE STOCKHOLDERS SHOULD REALIZE A FAIR RETURN.

Johnson Johnson





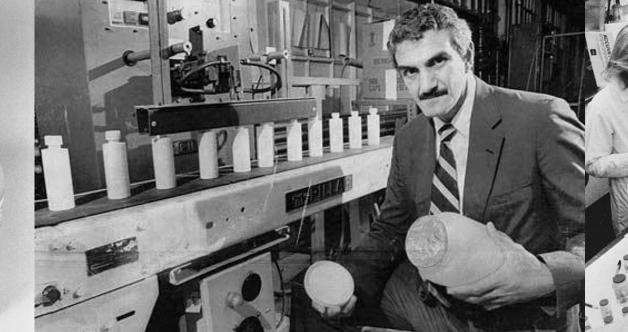


TYLENOL
Recent Market Share
Of \$1.3 Billion
Over-the-Counter
Analgesic Drug Sales:

Sept. 1983 **29**%

Oct. 1982 **8**%







OURCREDO

WE BELIEVE OUR FIRST RESPONSIBILITY IS TO THE DOCTORS, NURSES AND PATIENTS. TO MOTHERS AND FATHERS AND ALL OTHERS WHO USE OUR PRODUCTS AND SERVICES. IN MEETING THEIR NE DS LER HING WE US BE FHIGH QUALITY. WE NOW NOT SERVICES OUR COSTS IN ORDER MAIL AT E SONAF E VACUSTOMERS ORDERS US BE SEN SE PROJECT ORS LUSHAVE AN OPPORTUNITY TO MAKE A FAIR PROFIT.

MEN WE ARE RESPONSIB RLD. AND WOMEN WHO WO WE EVERYONE MUST BE G HEIR MUST RESPECT THEIR HEIR THEY MUST HA COMPENSATION N WORKING CONDITIONS TO MAKE SUGGESTIONS AND COMPLAINTS THERE MUST BE EQUAL OPPORTUNITY FOR EMPLOYMENT DEVELOPMENT AND ADVANCEMENT FOR THOSE QUALIFIED WE MUST PROVIDE COMPETENT MANAGEMENT, AND THEIR ACTIONS MUST BE JUST AND ETHICAL.

WE ARE RESPONSIBLE TO THE COMMUNITIES IN WHICH WE LIVE AND WORK AND TO THE WORLD COMMUNITY AS WELL. WE MUST BE GOOD CITIZENS — SUPPORT GOOD WORKS AND ARV ES REA OUF A E OF TAXES. WE MUST E OF TAXES. WE MUST AN EDU ATION V MU NIN GOOD ORDER THE PROPERTY OF THE RIVE OF TAXES. WE MUST AN IN GOOD ORDER THE PROPERTY OF THE RIVE OF TAXES.

OUR FINAL RESPONSIBILITY IS TO OUR STOCKHOLDERS.

BUS 3S KE ID PROFIT. WE MUST EXP EN ARCH MUST BE CARRIED ON, OV E PROGRA EVELUPED AND MISTAKES PAID FOR EW T M. CHASED, NEW FACILITIES PRO D INEW PRODUCTS THED. RESERVES MUST FOR PROV FOR VERSE TIMES. WHEN DISCRETE A FAIR RETURN.



Next Class

Business Beyond Borders

We consider how business ethics applies to large multinational corporations that must consider different, and possibly even competing, cultural norms.

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