**BUSINESS ETHICS AND SUSTAINABILITY**

**Learning Outcome 5: ACTIVITY 7**

**Management applications: ethical dilemmas**

**Ethical dilemmas**

Examples you have seen in your studies:

- You are a sales manager for a large organisation. You have been approached by an overseas partner who has asked for a large commission in return for securing a large deal. Should you pay the commission?

- You receive a very expensive gift from one of your suppliers, who you have spent a considerable amount of time with ensuring their satisfaction. What should you do?

Now, working in pairs, think of situations which could cause an ethical dilemma in your workplace. You can use the ‘Say No Toolkit’ for ideas if you like. Present the dilemmas to your classmates.