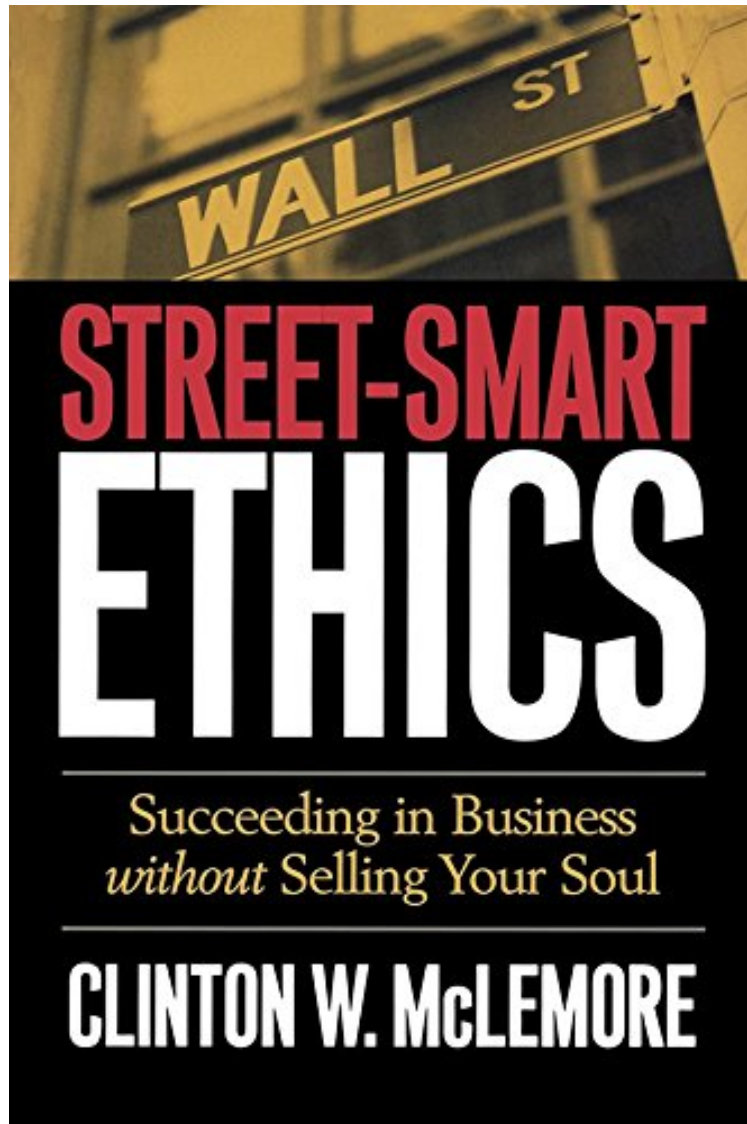


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Street-Smart Ethics: Succeeding in Business without Selling Your Soul

Clinton W. McLemore

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Clinton W. McLemore : Street-Smart Ethics: Succeeding in Business without Selling Your Soul before purchasing it in order to gauge whether or not it would be worth my time, and all praised Street-Smart Ethics: Succeeding in Business without Selling Your Soul:

8 of 8 people found the following review helpful. Update of a ClassicBy ifThis is an update of a classic. Although advertised as a book about business ethics, it can be easily applied to every day non-business life. The author's 20 years in the business world gives him insight into the typical ethical dilemmas in this area and he uses them as

examples. His 10 years of teaching shows in the clear explanations and systematic treatment of the subject. There are frequent examples for thought and probing questions to apply to yourself. 4 of 4 people found the following review helpful. An excellent ethics guidebook to stay out of troubles. By Jimmy Cardenas Street-Smart Ethics by Clinton W. Mclemore is a book that should be read not only by people who aspire to be involved in business, but also by anyone who wants to make ethical decisions in the gray and complex areas where we function in everyday life. The book is divided into three parts, part one is "A non-Nonsense Primer on Ethics," part two is "Ancient Wisdom for Modern Time," and part three is "Testing Your Mettle." Each part is divided into several subsections with a lot of real life example, making it easy to grasp the author's point. The first part begins with an analysis of what now have become the classical study cases in corporate ethics, Enron and WorldCom and the new ethical implications for people holding MBA and CPA degrees. In the next section, the author analyses the relationship between law and ethics and the implications for individuals. Breaking the law is clearly identified as being something "bad." However, there are other circumstances where "ethical dilemmas" are not clear (such as when an act or behavior may be accepted within the legal framework but may be unethical). According to the author this gray area is where many people fail to behave correctly. Ethics tell us what other members of society perceive to be our moral obligations. That is why many professions such as doctors and lawyers develop their own ethical codes that should guide them in their practices. In this first part Mclemore also presents some suggestions as to how to avoid getting involved in unethical dilemmas. His recommendations include leaving a company one works for when one discovers that the values of the organizations are not as one expected. The author also presents some recommendations for those employees who decide to "blow the whistle," which include consulting an attorney before taking any action as well as making sure one will be able to withstand the hostile attacks that "blowing the whistle" often entails. In the last section of part I, the author makes a good job in distinguishing simple versus complex ethical dilemmas and the way to approach them. Simple dilemmas involves straightforward question of right and wrong. The general approach suggested by the author to simple ethical dilemmas are to consult knowledgeable and wise colleagues who may have faced similar dilemmas in the past and to consult whatever codes of conduct that may apply. Complex moral dilemmas emerge when we have to choose between two or more evils or two or more goods. The author makes this comparison clear by using a series of examples both in business and personal context. However, at the end of this section, I think the author fell shortly in explaining two approaches or theories to solving ethical issues: duty-based (deontological) theories that focus on duties, and consequence-oriented (teleological) theories that focus on consequences. Although the author makes it clear that the purpose of this book was not to explain these theories in detail, he does not link this section of the book with the others. Then, he should have either explained these theories in detail or leave this section out of the book. In part II of this book, Mclemore takes 50 proverbs from the Bible to develop a guideline for Christian people that could serve as a guide to staying out of troubles and to use it to enhance our wisdom, integrity, judgment, and many other "virtues" that are valuable to society. Every proverb is followed by a short explanation on how to apply it to everyday life, as well as provides questions for reflection. I found this to be a good technique in presenting the material because most of the questions for reflection are straightforward, making it easier to remember and apply the material presented in the book. Furthermore, the author uses his psychology background to make excellent recommendations as to how to learn the most from this section and from the entire book, which is something that many books lack. In the last part of this book, the author provides a series of questions and problems that should help the reader to test the material learned from the book. He does a good job in breaking down the questions and problems into simple and complex ethical dilemmas. Simple ethical questions are presented to be answered as true and false, while complex ethical questions are presented in short cases. I think Mclemore does a good job in expressing in simple words (160 pages) the challenges involved in ethical issues both in the business and personal arenas. This will be an excellent book for those students who have not been exposed to ethics readings before because it is a straight forward reading. 0 of 0 people found the following review helpful. A Very Helpful Handbook. By Thomas R Granoff, Ph.D. Dr. McLemore wrote a wonderful book to help people make good ethical choices in murky situations. This book will interest several types of readers. For those readers who need the occasional reality check, the two page summary on prudent conduct will fit the bill. I recommend business professionals read the summary at least once a week. For professionals wanting a practical course to improve their people skills, McLemore's 50 Guidelines with the accompanying Questions for Reflection will not disappoint. For graduate MBA students taking an ethics course, the provided case studies will stimulate lively discussions and challenge the most thoughtful reader. What pleased me most was how McLemore took King Solomon's 2,500-year-old Jewish leadership manual (the Book of Proverbs) and weaved it into a practical 21st Century business handbook. In whatever way you read this book, you won't regret your investment of time.

Success, as it is currently defined, usually depends on winning--beating the competition--which often places incredible pressures on business professionals. With engaging writing and a lack of jargon, this book navigates executives, managers, and supervisors through the ethical decisions they must make every day. Street-Smart Ethics is divided into three sections: a primer on ethics, a collection of Proverbs-based guidelines for staying out of trouble, and a self-test that contains true-false questions and ethical brainteasers.

From Publishers Weekly
When is business behavior legal but unethical? What should you say if your boss pressures you to do something you know is wrong? What is the line between "puffing" a stock and outright fraud? McLemore (Good Guys Finish First) opens this intelligent, timely ethics book by describing the well-publicized downfalls of famous companies, comparing Enron's corporate sins to WorldCom's peccadilloes. His opening section is a kind of a down-and-dirty primer on business responsibility. He explores the relationship between law and ethics, describes what people can do if they are being pressured to act unethically, and discusses the psychological issues that all those involved—from whistleblowers to brown-nosers—may have regarding ethical violations. The second section uses the biblical Book of Proverbs to offer 50 guidelines on "simple prudence," the foundation of ethical behavior, while the final section employs quizzes and longer case studies to stimulate discussion and reflection. McLemore writes engagingly and discerningly, sprinkling the text with insider knowledge gleaned from nearly two decades of experience in management consulting and organizational psychology. This should be required reading for managerial and professional personnel. Copyright 2003 Reed Business Information, Inc. "...Clinton McLemore helps guide us away from ethical messes, and out of them if we're in them." -- James A. Thomson, President and Chief Executive Officer, RAND Corporation "...should be read by CEOs, CFOs, anyone aspiring to be a senior business executive...." -- Willis B. Wood, Jr., Chairman, American Automobile Association (AAA), Retired Chairman and Chief Executive Officer, Pacific Enterprises
Intelligent, timely... This should be required reading for managerial and professional personnel. -- Publisher's Weekly
About the Author
Clinton W. McLemore is an organizational psychologist and President and Founder of Relational Dynamics, Inc.