

# **Social Influences On Ethical Behavior In Organizations Series In Organization And Management**

Ethical Issues in International Marketing  
Managing Social and Ethical Issues in Organizations  
Research Companion to Ethical Behavior in Organizations  
Social Influences on Ethical Behavior in Organizations  
After Paul Left Corinth: The Influence of Secular Ethics and Social Change  
International Tourism Ethics and Values in Industrial-Organizational Psychology  
A Question of Honour: How Codes of Ethical Conduct and Moral Dilemmas Impact Behaviour  
Ethical Issues in Communication Professions  
Merenstein & Gardner's Handbook of Neonatal Intensive Care E-Book  
The Oxford Handbook of Behavioral Economics and the Law  
Exam Prep for: Social Influences on Ethical Behavior in The Bass Handbook of Leadership  
Library and Information Center Management, 8th Edition  
Ethical and Moral Dimensions of Care  
Advances in Experimental Moral Psychology  
Handbook of Research on Digital Information Technologies: Innovations, Methods, and Ethical Issues  
Social Work Ethics on the Line  
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Psychological Perspectives on Ethical Behavior and Decision Making  
Ethical Dimensions of International Management  
Workplace Morality  
Encyclopedia of

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Educational Theory and Philosophy  
Environmental Ethics and Sustainability  
Foundations of Business  
Socially Responsible Finance and Investing  
Ethics in Social Marketing  
The Ethics of Influence  
Ethical Issues in Rural Health Care  
Good Pastors, Bad Pastors  
Value, social influences, and power  
Economics and Ethics  
From the Universities to the Marketplace: The Business Ethics Journey  
The Social Construction of Public Administration  
Influence of Marketing on Tobacco Consumption Behavior in Rural and Urban Areas of the Southwestern Region of Nigeria  
Ethical Issues in Scientific Research

## **Ethical Issues in International Marketing**

From the Universities to the Marketplace: The Business Ethics Journey arose from the awareness of the slow progression of academic theory into market practice. The contributions in this volume reflect a diversity of disciplines and approaches to research, study and teaching business ethics, such as philosophy, accounting, theology, marketing, management and finance. The contributors represent a wide variety of professional and geographical backgrounds, creating a fruitful discussion of a large number of issues related to implementation and measurement of business ethics, and feedback from all parties involved.

## **Managing Social and Ethical Issues in Organizations**

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Dynamic, rapid, and radical changes are transforming the communication professions, provoking major implications for ethics. Traditional boundaries blur as media converge; relentless competitive pressures cause some forms of communication to atrophy and permit others to explode; and technological advances occur daily. In this volume, a new generation of scholars take a fresh look at the manner in which ethical issues manifest themselves in their areas of research and suggest new agendas for future research. This book addresses a wide range of questions from a variety of communication professions. Contributors tackle such issues as how to define a journalist in an era when anyone can disseminate information to a global audience; how to use "advergaming," crowdsourcing, and facial recognition technology in advertising responsibly; and how to respond ethically in situations of public crisis communication, among many others. This volume will be critical reading for scholars and professionals in media, communication, and digital arts, as well as philosophy, government, public policy, business, and law.

### **Research Companion to Ethical Behavior in Organizations**

This volume initiates a much-needed conversation about the ethical and policy concerns facing health care providers in the rural United States. Although 21 percent of the population lives in rural areas, only 11 percent of physicians practice there. What challenges do health care workers face in remote locations?

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What are the differences between rural and urban health care practices? What particular ethical issues arise in treating residents of small communities? Craig M. Klugman and Pamela M. Dalinis gather philosophers, lawyers, physicians, nurses, and researchers to discuss these and other questions, offering a multidisciplinary overview of rural health care in the United States. Rural practitioners often practice within small, tight-knit communities, socializing with their patients outside the examination room. The residents are more likely to have limited finances and to lack health insurance. Physicians may have insufficient resources to treat their patients, who often have to travel great distances to see a doctor. The first part of the book analyzes the differences between rural and urban cultures and discusses the difficulties in treating patients in rural settings. The second part features the personal narratives of rural health care providers, who share their experiences and insights. The last part introduces unique ethical challenges facing rural health care providers and proposes innovative solutions to those problems. This volume is a useful resource for bioethicists, members of rural bioethics committees and networks, policy makers, teachers of health care providers, and rural practitioners themselves.

### **Social Influences on Ethical Behavior in Organizations**

The leading resource for collaborative critical care for newborns, Merenstein & Gardner's Handbook of Neonatal Intensive Care, 7th Edition provides a

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multidisciplinary approach and a real-world perspective. It focuses on evidenced-based practice, with clinical directions in color for easy retrieval and review. Special features help you prioritize the steps in initial care, and provide a guide to sharing information with parents. With each chapter written jointly by both physicians and nurses, this book is comprehensive enough to suit the needs of the entire team in your neonatal intensive care unit. Unique! A multidisciplinary perspective is provided by an editorial team of two physicians and two nurses, and each chapter is written and reviewed by a physician and nurse team, so information mirrors the real-world experience in a neonatal intensive care unit. Unique! Clinical content is in color, so you can quickly scan through chapters for information that directly affects patient care. Unique! Parent Teaching boxes highlight the relevant information to be shared with a patient's caregivers. Critical Findings boxes outline symptoms and diagnostic findings that require immediate attention, helping you prioritize assessment data and steps in initial care. Coverage in clinical chapters includes pathophysiology and etiology, prevention, data collection, treatment, complications, outcomes, prognosis, and parent education. Expanded Neonatal Surgery chapter covers all of the most common procedures in neonatal surgery. Follow-up of the Neonatal Intensive Care Unit Infant chapter is expanded to include coverage of outcomes management and discharge planning. Streamlined references are updated to include only the most current or classic sources.

## **After Paul Left Corinth: The Influence of Secular Ethics and Social Change**

First published in 1994. Routledge is an imprint of Taylor & Francis, an informa company.

### **International Tourism**

The tobacco industry has always shown much interest in marketing their line of products and have been very successful in portraying smoking as a socially acceptable behavior to billions of people throughout the world. Studies have shown in developed nations that tobacco marketing leads to the onset of smoking among adolescents; in Nigeria, no such study has been done. The purpose of this research is to assess the potential influence of tobacco marketing on tobacco consumption among rural and urban residents in the southwestern region of Nigeria. The survey was designed by the researcher: thirty-six items, self-administered by paper instrument using a cross-sectional design, were distributed to six hundred people in southwestern Nigeria. The study involved 436 males (72.7%) and 164 females (27.3%). Of these, 336 came from rural areas and 264 came from urban areas respectively. Some 337 respondents (56.2%), indicated that they were influenced by tobacco marketing to smoke, while 263 (43.8%) indicated that they were not influenced. The chi square statistic was used to test the null hypotheses. The result shows a positive significant relationship that supports the notion that tobacco marketing has a positive influence on tobacco consumption in the

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study areas. This study also revealed that more males in the urban area are being influenced by tobacco marketing to smoke.

### **Ethics and Values in Industrial-Organizational Psychology**

Examining the relationship of cross-cultural differences to ethical behaviour, this book helps readers understand the subtleties and nuances of ethical management practices across nations. This innovative work uses short vignettes to illustrate each of its points, while comparing and analyzing the primary influences on ethical behaviour such as parenting, education, law, organizational cultures and human resource management. Special features of the book include: an extensive review and summary of relevant research literature; extensive coverage of a variety of nationalities and cultures; and a direct comparison between Japan and the United States. Each chapter begins with several short cases and ends with discussion questi

### **A Question of Honour: How Codes of Ethical Conduct and Moral Dilemmas Impact Behaviour**

"This book provides a collection of successful designs, defined as communicative relation-building solutions, for individuals and collectives of interlocutors. It includes a longitudinal perspective of past mistakes, current trends and future opportunities, and is a must-have for beginners in the field as well as qualified

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professionals exploring the full potential of human interactions"--Provided by publisher.

### **Ethical Issues in Communication Professions**

"This book provides ethical insight into the world of e-learning through case studies that elucidate the issues through real-world examples"--Provided by publisher.

### **Merenstein & Gardner's Handbook of Neonatal Intensive Care E-Book**

A detailed look at the role of social responsibility in finance and investing The concept of socially responsible finance and investing continues to grow, especially in the wake of one of the most devastating financial crises in history. This includes responsibility from the corporate side (corporate social responsibility) as well as the investor side (socially responsible investing) of the capital markets. Filled with in-depth insights and practical advice, Socially Responsible Finance and Investing offers an important basis of knowledge regarding both the theory and practice of this ever-evolving area of finance. As part of the Robert W. Kolb Series in Finance, this book showcases contributed chapters from professionals and academics with extensive expertise on this particular subject. It provides a comprehensive view of socially responsible foundations and their applications to finance and investing as determined by the current state of research. Discusses many

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important issues associated with socially responsible finance and investing, like moral hazard and the concept of "too big to fail" Contains contributed chapters from numerous thought-leaders in the field of finance Presents comprehensive coverage starting with the basics and bringing you through to cutting-edge, current theory and practice Now more than ever, we need to be mindful of the social responsibilities of all investment practices. The recent financial crisis and recession has changed the financial landscape for years to come and Socially Responsible Finance and Investing is a timely guide to help us navigate this difficult terrain.

## **The Oxford Handbook of Behavioral Economics and the Law**

### **Exam Prep for: Social Influences on Ethical Behavior in**

Human Resource Management (HRM) is fundamentally shaped by institutional and cultural factors, such as the different political environments and social philosophies of particular countries and regions. By examining the various organizational aspects of business life and systems of people management in Asia, the study of HRM across the continent can, therefore, give us a greater understanding of Asian societies, as well as the contemporary world of work more generally. This handbook provides an up-to-date and intellectually engaging overview of HRM in the Asian context.

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Distinctive in its comprehensive coverage of traditional as well as emerging topics of HRM, it analyzes important themes, such as the regulatory framework for work and employment, religiosity, family business, and gender. Using a comparative approach, it also effectively highlights the unique features of each country's attitudes towards HRM. Covering a range of themes and case studies, sections include:

- Institutional and cultural contexts,
- Labour regulation and industrial relations, • Thematic and functional HRM, • HRM in selected Asian countries, such as China, Japan, Vietnam, India, and Singapore.

Written in a highly accessible style, this book will be useful to students and scholars of Human Resource Management, Asian Business, Economics, and Sociology.

### **The Bass Handbook of Leadership**

This volume provides up-to-date reviews of the research on a number of social and ethical issues of increasing concern confronting today's managers and organizations. The authors, who are recognized international experts on the topics they treat, provide new theories and innovative perspectives on these issues. Further, they use a research base to identify ways for managers and human resources professionals to address these issues in their organizations. Given its breadth of coverage, practitioners faced with these issues, as well as researchers and graduate students in management and organizational psychology, should find this volume of interest. This collection of ten chapters

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provides the cutting edge on a number of the most pressing challenges in management today. Readers of the volume will discover new models, innovative theoretical approaches, comprehensive reviews, theoretical and methodological critiques, and specific and insightful suggestions for research on these different social and ethical issues facing organizations. Perhaps more importantly, the practical suggestions that come from the research provide a useful bridge between what we know and what we can do to address these challenges, and thus contribute, even in a small way, to workplaces that respect ethics and individuals in all their diversity.

### **Library and Information Center Management, 8th Edition**

For thirty-three years and through three editions, Bass & Stogdill's Handbook of Leadership has been the indispensable bible for every serious student of leadership. Since the third edition came out in 1990, the field of leadership has expanded by an order of magnitude. This completely revised and updated fourth edition reflects the growth and changes in the study of leadership over the past seventeen years, with new chapters on transformational leadership, ethics, presidential leadership, and executive leadership. Throughout the Handbook, the contributions from cognitive social psychology and the social, political, communications, and administrative sciences have been expanded. As in the third edition, Bernard Bass begins with a consideration of the definitions and concepts used,

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and a brief review of some of the betterknown theories. Professor Bass then focuses on the personal traits, tendencies, attributes, and values of leaders and the knowledge, intellectual competence, and technical skills required for leadership. Next he looks at leaders' socioemotional talents and interpersonal competencies, and the differences in these characteristics in leaders who are imbued with ideologies, especially authoritarianism, Machiavellianism, and self-aggrandizement. A fuller examination of the values, needs, and satisfactions of leaders follows, and singled out for special attention are competitiveness and the preferences for taking risks. In his chapters on personal characteristics, Bass examines the esteem that others generally accord to leaders as a consequence of the leaders' personalities. The many theoretical and research developments about charisma over the past thirty years are crucial and are explored here in depth. Bass has continued to develop his theory of transformational leadership -- the paradigm of the last twenty years -- and he details how it makes possible the inclusion of a much wider range of phenomena than when theory and modeling are limited to reinforcement strategies. He also details the new incarnations of transformational leadership since the last edition. Bass has greatly expanded his consideration of women and racial minorities, both of whom are increasingly taking on leadership roles. A glossary is included to assist specialists in a particular academic discipline who may be unfamiliar with terms used in other fields. Business professors and students, executives in every industry, and politicians at all levels have relied for years on the time-honored

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guidance and insight afforded by the Handbook.

### **Ethical and Moral Dimensions of Care**

This updated edition of the renowned library management textbook provides a comprehensive overview of the techniques needed to effectively manage a contemporary library or information center.

### **Advances in Experimental Moral Psychology**

Why do honest and decent employees sometimes overstep the mark? Drawing on scientific experiments and examples from business practice, Muel Kaptein discusses why good people sometimes do bad things and how they rise above this behavior.

### **Handbook of Research on Digital Information Technologies: Innovations, Methods, and Ethical Issues**

Translated by John Bowden In an age when faith and science seem constantly to clash, can theologians and scientists come to a meeting of minds? Yes, maintains the intrepid Hans Küng, as he brilliantly argues here that religion and science are not mutually exclusive but complementary. Focusing on beginnings -- beginnings of time, of the world, of man, of human will -- Küng deals with an array of scientific precepts and teachings. From a unified field theory to quantum physics to the Big Bang to the theory of relativity -- even superstring and chaos theories -- he examines

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all of the theories regarding the beginning of the universe and life (of all kinds) in that universe. Küng seeks to reconcile theology with the latest scientific insights, holding that "a confrontational model for the relationship between science and theology is out of date, whether put forward by fundamentalist believers and theologians or by rationalistic scientists and philosophers." While accepting evolution as scientists generally describe it, he still maintains a role for God in founding the laws of nature by which life evolved and in facilitating the adventure of creation. Exhibiting little patience for scientists who do not see beyond the limits of their discipline or for believers who try to tell experts how things must have been, Küng challenges readers to think more deeply about the beginnings in order to facilitate a new beginning in dialogue and understanding.

### **Social Work Ethics on the Line**

This is a research-based book on whistle-blowing in organizations. The three noted authors describe studies on this important topic and the implications of the research and theory for organizational behavior, managerial practice, and public policy. In the past few years there have been critical developments, including corporate scandals, which have called public attention to whistle-blowing and have led to the first comprehensive federal legislation to protect private sector whistle-blowers (the Sarbanes-Oxley Act). This book is the first to integrate these new developments in an analytic and empirically grounded approach to whistle-blowing in organizations.

## **Ethical Practices and Implications in Distance Learning**

Education is a field sometimes beset by theories-of-the-day and with easy panaceas that overpromise the degree to which they can alleviate pressing educational problems. The two-volume Encyclopedia of Educational Theory and Philosophy introduces readers to theories that have stood the test of time and those that have provided the historical foundation for the best of contemporary educational theory and practice. Drawing together a team of international scholars, this invaluable reference examines the global landscape of all the key theories and the theorists behind them and presents them in the context needed to understand their strengths and weaknesses. In addition to interpretations of long-established theories, this work offers essays on cutting-edge research and concise, to-the-point definitions of key concepts, ideas, schools, and figures. Features: Over 300 signed entries by trusted experts in the field are organized into two volumes and overseen by a distinguished General Editor and an international Editorial Board. Entries are followed by cross references and further reading suggestions. A Chronology of Theory within the field of education highlights developments over the centuries; a Reader's Guide groups entries thematically, and a master Bibliography facilitates further study. The Reader's Guide, detailed index, and cross references combine for strong search-and-browse capabilities in the electronic version. Available in a choice of print or electronic formats, Encyclopedia of Educational

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Theory and Philosophy is an ideal reference for anyone interested in the roots of contemporary educational theory.

## **The Psychology of Decision Making**

Ethical Issues in International Marketing is a valuable resource for readers' increasing need for knowledge of this important area. In recent years, ethical issues in international marketing have come to the forefront due to publicity and controversy generated from several international cases of questionable ethics. To date, little research has been conducted in the area of international marketing ethics. Delener's book comes at an important time to alert readers to the growing concern for greater ethical behavior in the international marketing arena. It provides illustrations to give readers hands-on experiences that can transfer directly into the marketing world. Delener and his contributing authors identify the unique importance of ethics and corporate social responsibility in global markets. Ethical Issues in International Marketing was conceived to allow researchers the liberty to explore the topic in the context of an environment supportive of the difficulties associated with this type of research. The contributing authors discuss these main topics: A social contract for analyzing and evaluating the activities of transnational corporations in developing countries The relationship of marketing ethics to gray markets for consumer goods How moral commitment is shaped by socialization and role of culture in Turkey The relationship between Egyptian

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consumers' ideology and their perceptions of ethical behavior. Readers who desire to make steps toward better global decisionmaking will find this a compelling book. The authors make readers realize that conducting business transactions efficiently and effectively in a mere technocratic sense is no longer sufficient. Ethical issues in the international marketing environment are best addressed in learning more about the differences between cultures, which this book begins to do.

### **Routledge Handbook of Human Resource Management in Asia**

Social marketing is being adopted by a growing number of government and nonprofit organizations around the world because of its power to bring about important social changes. An array of commercial marketing concepts and techniques has been applied to problems ranging from child abuse to teen smoking to environmental neglect. However, in crafting these programs, agencies face complex ethical challenges. For example, is it acceptable to exaggerate risk and heighten fear if doing so saves more lives? What if improving the lives of one group has negative effects on another? How does a marketing campaign respect a group's culture while calling for fundamental change within it? In *Ethics in Social Marketing*, ten contributors draw on their professional experience and the literature of ethics to set forth a range of problems and offer frameworks for their resolution. They introduce philosophical rules and practical models to guide decision making, and they focus on

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such complex issues as unintended consequences, ethical marketing alliances, and professional ethical codes. The book not only introduces students to the special moral and ethical burdens of social marketing but also challenges practitioners to address difficult issues that are easily minimized or avoided.

### **Whistle-Blowing in Organizations**

Challenges the limitations of modern public administration theories.

### **The Beginning of All Things**

Advances in Experimental Moral Psychology brings together leading scholars in the field to provide fresh theoretical perspectives on research in philosophy and psychology. Reflecting a diverse and active field of study, contributors are drawn from across both subjects to pursue central questions concerning moral psychology. Covering a wide-ranging selection of arguments, issues and debates, topics includes the role of emotion in moral judgment (both at a general theoretical level and with regards to specific topics); the moral psychology behind political orientation; the nature and content of moral character and more higher-order questions concerning the status of morality itself. For philosophers and researchers in the social and behavioral science, this exciting new volume reveals the beneficial results of integrating these two disciplines and illustrates the promise of this experimental approach to moral psychology.

## **Psychological Perspectives on Ethical Behavior and Decision Making**

### **Ethical Dimensions of International Management**

Compiling empirical work from management and social science disciplines, the Research Companion to Ethical Behavior in Organizations provides an entry point for academic researchers and compliance officers interested in measuring the moral dimensions of

### **Workplace Morality**

The emergence of Pentecostalism in Ghana has attracted a massive following and generated institutions that have significantly impacted Christian discourse and national life. The movement has produced prominent leaders who have developed exemplary Christian education programs and generated volumes of Christian literature unprecedented in Ghanaian Christianity. Nevertheless, public opinion often upbraids church leaders for unethical conduct. Despite the concern for high moral standards set by Pentecostal church polity and ministerial ethical codes, reports of Pentecostal ministerial misconduct appear regularly in the media. Although congregation members and perceptive public observers appreciate the constructive moral impact of Pentecostal ministers, instances of promiscuity, power abuse, financial misappropriation,

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and superstition reveal a gap between ethical ideals and practice. As this research reveals, factors behind unethical ministerial conduct include inadequate training, poor accountability, and a general low level of ethical reflection. Good Pastors, Bad Pastors suggests that a multidimensional approach of responsible reportage, emphatic moral education, appropriate but sympathetic response to moral failure, and peer-review accountability could help uphold a higher standard of ministerial ethics.

## **Encyclopedia of Educational Theory and Philosophy**

### **Environmental Ethics and Sustainability**

Ethics and Values in Industrial-Organizational Psychology is one of the first books to integrate work from the fields of moral philosophy, moral psychology, IO Psychology and political and social economy, as well as business. It sets out to provide a "framework for moral action" and presents practical models for ethical decision making. It can serve as a textbook for ethics courses, at the graduate and doctoral level, in organizational psychology, organizational behavior, marketing, and human resource management. It will be a resource to anyone interested in ethics and standards in psychology and business.

### **Foundations of Business**

Environmental Ethics and Sustainability: A Casebook

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for Environmental Professionals introduces a decision-making model constructed from the viewpoint that ethics are not about the way things are, but about the way things should be. The first part of the book covers natural human instincts, human attitude, treatment of other species and the natural

### **Socially Responsible Finance and Investing**

This book provides an introduction to the relationship between economics and ethics, explaining why ethics enters economics, how ethics affects individual economic behaviour and the interactions of individuals, and how ethics is important in evaluating the performance of economies and of economic policies.

### **Ethics in Social Marketing**

Social Work Ethics on the Line discusses social work ethics in-depth and the process of making ethical judgements in social work practice. This much-needed book guides social workers through ethical dilemmas and assists them in their exercise of professional discretion without exclusive reliance on the codes of professional ethics to which they are committed. The author proposes a method to lead social workers through making ethical decisions which enables them to evaluate decisions in actual practice and in the adjudication of grievances and complaints of unethical conduct. This method is fully demonstrated in twenty-four vignettes representing situations

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commonly encountered by social workers in a variety of professional and educational situations. Raising the ethical consciousness of social work practitioners, trainees, and students, this book helps them develop the awareness and skills necessary for choosing ethical actions in their work. *Social Work Ethics on the Line* is an invaluable guide for social work practitioners, supervisors, administrators, and community organization workers. It is also helpful for in-service training in social agencies and undergraduate and graduate schools of social work.

### **The Ethics of Influence**

### **Ethical Issues in Rural Health Care**

Gain a solid understanding of business today and what it takes to become a better employee, more informed consumer, and even a successful business owner with the best-selling *FOUNDATIONS OF BUSINESS, 5E*. This up-to-date, comprehensive survey of business highlights forms of business ownership, management and organization, human resources management, marketing, social media and e-business, information systems, accounting, and finance. Core topics and special features examine ethics and social responsibility, small business and entrepreneurship, and global issues, while new coverage addresses cutting-edge topics, such as the impact of social media in business, the economic recovery and remaining economic issues, international business, green and socially responsible

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business, and sustainability. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

### **Good Pastors, Bad Pastors**

The Psychology of Decision Making provides an overview of decision making as it relates to management, organizational behavior issues, and research. This engaging book examines the way individuals make decisions as well as how they form judgments privately and in the context of the organization. It also discusses the interplay of group and institutional dynamics and their effects upon the decisions made within and on the behalf of organizations.

### **Value, social influences, and power**

The recent turbulences that led to a global financial crisis have partially been triggered by immoral and egoistic behaviour. In the wake of the disaster many have asked, and keep asking, how a sustainable and socially fair economy can be build. Ethics is one of the cornerstones of human interaction in general and in economic interaction. This study has been inspired by the question: How can unethical behaviour be avoided? This book deals with the question of how ethics in general can be improved. In today's business world Business Ethical Codes of Conduct (BECC), or more commonly called honour codes, have reached some prominence. Utilizing questionnaires and moral

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dilemmas this study attempts to answer the question: How efficient are codes of conduct? The study arrives at surprising insights into the impact of priming-effects on morale and shows that the mere exposure to ethical questions influences how we behave.

### **Economics and Ethics**

In *The Ethics of Influence*, Cass R. Sunstein investigates the ethical issues surrounding government nudges, choice architecture, and mandates.

### **From the Universities to the Marketplace: The Business Ethics Journey**

The past twenty years have witnessed a surge in behavioral studies of law and law-related issues. These studies have challenged the application of the rational-choice model to legal analysis and introduced a more accurate and empirically grounded model of human behavior. This integration of economics, psychology, and law is breaking exciting new ground in legal theory and the social sciences, shedding a new light on age-old legal questions as well as cutting edge policy issues. *The Oxford Handbook of Behavioral Economics and Law* brings together leading scholars of law, psychology, and economics to provide an up-to-date and comprehensive analysis of this field of research, including its strengths and limitations as well as a forecast of its future development. Its 29 chapters organized in four parts.

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The first part provides a general overview of behavioral economics. The second part comprises four chapters introducing and criticizing the contribution of behavioral economics to legal theory. The third part discusses specific behavioral phenomena, their ramifications for legal policymaking, and their reflection in extant law. Finally, the fourth part analyzes the contribution of behavioral economics to fifteen legal spheres ranging from core doctrinal areas such as contracts, torts and property to areas such as taxation and antitrust policy.

### **The Social Construction of Public Administration**

The book is divided into three relatively coherent sections that focus on understanding the emergence of (un)ethical decisions and behaviors in our work and social lives by adopting a psychological framework. The first section focuses on reviewing our knowledge with respect to the specific notions of ethical behavior and corruption. These chapters aim to provide definitions, boundary conditions and suggestions for future research on these notions. The second section focuses on the intraindividual processes (affect, cognition and motivation) that determine why and how people display unethical behavior and are able to justify this kind of behavior to a certain extent. In these chapters the common theme is that given specific circumstances psychological processes are activated that bias perceptions of ethical behavior and decision making. The third section explores how

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organizational features frame the organizational setting and climate. These chapters focus on how employment of sanctions, procedurally fair leadership and a general code of conduct shapes perceptions of the organizational climate in ways that it becomes clear to organizational members how just, moral and retributive the organization will be in case of unethical behavior.

### **Influence of Marketing on Tobacco Consumption Behavior in Rural and Urban Areas of the Southwestern Region of Nigeria**

For too long, organizational scientists have not adequately attended to the problems of unethical behavior in organizations. This collection of essays provides the stimulus needed to help move the study of unethical behavior to center stage in the organizational sciences. It does so by posing provocative questions that not only entail a concern for understanding unethical behavior but that also strike at the very core of how and why organizations function as they do. The book addresses: \* the asymmetries in power and influence created by hierarchies that give rise to ethical problems; \* the tactics that might reduce the effectiveness of improper influence attempts; and \* how the inappropriate use of influence diffuses, for example, through a market.

### **Ethical Issues in Scientific Research**

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In recent years there has been a considerable interest in the cultural aspects of tourism such as the impacts of culture on tourism planning, development, management, and marketing. However, the focus has been on material forms of culture such as arts, music, or crafts. The impacts of national culture on tourist behavior and travel decision-making have not been paid much attention. Only in the last two years have cross-cultural issues begun to generate significant interest among academics. An examination of cultural characteristics and differences is extremely important to the tourism industry because today's tourism environment is becoming increasingly international. Information on the nature of the cultural differences between international tourists and locals is not readily available in tourism literature. The concept of culture is very complex and includes such abstract concepts as satisfaction, attitude and loyalty. International Tourism brings these concepts to the undergraduate student in tourism, as well as students in the related fields of marketing, management, international business, and cross-cultural communication. Designed as a textbook, it is organized and presented in an integrated and relevant way for the benefit of a worldwide audience.

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