

Test Bank for Business Ethics A Textbook with Cases 8th Edition by William H.Shaw

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Chapter 2—Normative Theories of Ethics

MULTIPLE CHOICE

1. Consequentialism
 - a. is best represented by Ross's theory of ethics.
 - b. states that sometimes the consequences of our actions can be morally relevant.
 - c. states that the moral rightness of an action is determined solely by its results.
 - d. differs from nonconsequentialism because nonconsequentialism denies that consequences have any moral significance.

ANS: C

PTS: 1

REF: Page 42

2. If you adopt ethical egoism as your moral code, then
 - a. you can never act honestly or be gracious or helpful to others.
 - b. you must endorse hedonism.
 - c. you must always avoid any unpleasant or painful experiences.
 - d. you believe that it is morally right to do whatever promotes your self-interest.

ANS: D

PTS: 1

REF: Page 43

3. Egoism as a psychological theory
 - a. states that self-interest is the only thing that ever motivates anyone.
 - b. is the same thing as ethical egoism.
 - c. states that people are sometimes selfish.
 - d. is based on egoism as an ethical theory.

ANS: A

PTS: 1

REF: Page 44

4. Which of the following represents a utilitarian belief?
 - a. Rightness is determined by what most people want, i.e., by majority rule.
 - b. Rightness is determined by what will bring about the most good.
 - c. We should concern ourselves only with the immediate results of our actions.
 - d. We must always disregard our own happiness when deciding what to do.

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ANS: B PTS: 1 REF: Page 46

5. According to the utilitarian theory, an action is morally right if and only if
- a. it makes the person who does it happy.
 - b. everyone prefers that action to any other action.
 - c. it maximizes total, net happiness.
 - d. it brings only happiness and causes no pain.

ANS: C PTS: 1 REF: Page 46

6. Utilitarians believe that
- a. knowledge, friendship, and aesthetic satisfaction are intrinsically valuable (or inherently good).
 - b. we can predict with certainty the future consequences of our actions.
 - c. an action that leads to unhappiness is morally right if any other action that you could have performed instead would have brought about even more unhappiness.
 - d. an action can't be right if the people who are made happy by it are outnumbered by the people who are made unhappy by it.

ANS: C PTS: 1 REF: Page 48

7. Which of the following considerations about utilitarianism is correct?
- a. The great 19th century utilitarians, Jeremy Bentham and John Stuart Mill, believed that pleasure and happiness were different things.
 - b. Unlike Mill, Bentham was only concerned with the amount of pleasure that an action produces, not the quality of the pleasure.
 - c. Act utilitarianism and rule utilitarianism boil down to the same thing.
 - d. Utilitarians believe that we can't compare one person's happiness with that of another.

ANS: B PTS: 1 REF: Pages 47-49

8. The case of the "deathbed promise" shows that
- a. utilitarianism may lead to conclusions that conflict with commonsense morality.
 - b. keeping your promises never maximizes happiness.
 - c. it was wrong to have made the promise in the first place.
 - d. utilitarianism boils down to egoism.

ANS: A PTS: 1 REF: Page 51

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9. Utilitarianism is appealing as a standard for moral decision making in business. Which of the following provides a reason for this?
- Utilitarianism provides an objective way of resolving conflicts of self-interest.
 - Utilitarianism provides a rigid approach to moral decision making.
 - Utilitarianism provides a fuzzy standard for formulating and testing policies.
 - Utilitarianism gives us firm rules to follow, rules that don't permit exceptions.

ANS: A

PTS: 1

REF: Page 49

10. Which of the following is true regarding Immanuel Kant's beliefs?
- He defended a consequentialist theory of right and wrong.
 - He believed that all duties are *prima facie* duties.
 - He believed that moral principles rest on empirical data, on observation and experiment.
 - He believed that reason by itself can reveal the basic principles of morality.

ANS: D

PTS: 1

REF: Page 53

11. According to Kant
- good will is the only thing that is good in itself.
 - an action has moral worth if it is consistent with the categorical imperative.
 - only actions based on feeling or sentiment have moral worth.
 - a self-interested person can never do the right action.

ANS: A

PTS: 1

REF: Page 54

12. Imagine a shopkeeper who is honest because being honest is good for business. When the shopkeeper refrains from cheating a customer, Kant would say this action
- was wrong because its motive was impure.
 - was in accordance with duty, but not done from duty.
 - displayed a high level of moral worth.
 - shows that he was following the categorical imperative.

ANS: B

PTS: 1

REF: Page 54

13. "If you want to go to law school, then you must take the LSAT exam." This statement is an example of

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- a. the transcendental imperative.
- b. the categorical imperative.
- c. a hypothetical imperative.
- d. irrational behavior.

ANS: C

PTS: 1

REF: Page 56

14. Kant believed that we should always act
- a. in such a way that we can will the maxim of our action to be a local law.
 - b. in a way that treats success as an end in itself, never merely as means.
 - c. in a way that would be universally unacceptable to all rational beings.
 - d. in a way that we can will the maxim of our action to become a universal law.

ANS: D

PTS: 1

REF: Page 56

15. According to W. D. Ross's theory
- a. a *prima facie* obligation is absolute and can never be overridden.
 - b. what we should do in any specific set of circumstances will always be self-evident.
 - c. it would be wrong to lie to a murderer even to save the life of a friend.
 - d. we have various moral duties that can't be reduced to a single, overarching obligation.

ANS: D

PTS: 1

REF: Page 60

16. Nonconsequentialists like Ross believe that
- a. we have no obligation to promote general welfare.
 - b. utilitarianism doesn't require us to sacrifice as much as we should to help other people.
 - c. morality permits each of us a sphere in which to pursue our own plans and goals.
 - d. people's so-called "moral rights" are unimportant when determining the right course of action.

ANS: C

PTS: 1

REF: Page 62

17. Supererogatory actions are
- a. actions that are normally wrong to do, but can sometimes be right.
 - b. actions that it would be good to do but not immoral not to do.
 - c. actions that we are morally required to do, all things considered.
 - d. actions that are wrong even though they produce some good.

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ANS: B PTS: 1 REF: Page 62

18. The statement that best defines rights is
- a. all moral rights are legal rights.
 - b. a negative right is a right to receive certain benefits.
 - c. a right is an entitlement to act or to have others act in a certain way.
 - d. all moral rights are human rights.

ANS: C PTS: 1 REF: Page 62

19. Which of the following statements is true regarding human rights?
- a. Human rights are equal rights; if X is a human right, then everyone has this right.
 - b. Human rights are transferable and thus "alienable".
 - c. Human rights rest on particular roles and special relationships.
 - d. Human rights are not natural but are always grounded in a specific legal or political system.

ANS: A PTS: 1 REF: Page 63

20. Rule utilitarians
- a. believe that the optimal moral code will *not* normally produce 100% compliance.
 - b. believe that the optimal moral code would consist of only one rule, namely, always act so as to maximize happiness.
 - c. assume that everyone will always follow the rules, all the time.
 - d. believe that an action is wrong if it fails to maximize happiness.

ANS: A PTS: 1 REF: Page 66

21. For those who are trying to make moral decisions,
- a. it is impossible to make progress on controversial ethical issues unless everyone shares the same moral theory.
 - b. endorsing a moral principle doesn't require you to apply it in all similar situations.
 - c. moral judgments don't have to be related to some general moral principles.
 - d. in a moral discussion, clarifying the facts and spelling out the principles to which people are appealing can help us to reach a solution.

ANS: D PTS: 1 REF: Page 68

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22. A practical basis for discussing moral issues involves taking account of
- a. effects, ideals, and obligations.
 - b. effort, duties, and organization.
 - c. compassion, intellect, and patience.
 - d. compliance, contribution, and consequences.

ANS: A PTS: 1 REF: Page 69

23. The only accurate statement about consequentialism is:
- a. Utilitarianism is a nonconsequentialist ethical theory.
 - b. Utilitarianism is an egoistic normative theory.
 - c. Consequentialism says that the moral rightness of an action is determined solely by its results.
 - d. Nonconsequentialists deny that consequences have any moral significance.

ANS: C PTS: 1 REF: Page 42

24. A key idea of Immanuel Kant's ethical theory is that:
- a. all duties are *prima facie* duties.
 - b. the moral permissibility of our actions depends entirely upon their consequences.
 - c. we should treat people as ends in themselves, never merely as means.
 - d. only pleasure has intrinsic value.

ANS: C PTS: 1 REF: Pages 56-57

25. Which of the following is true regarding utilitarian beliefs?
- a. Utilitarians wish to maximize happiness not simply immediately, but in the long run as well.
 - b. Utilitarians contend that we can determine with certainty what the future consequences of our present actions will be.
 - c. When choosing among possible actions, utilitarianism requires us to disregard our own happiness.
 - d. For the hedonistic utilitarian, knowledge, friendship, and aesthetic satisfaction are inherently good.

ANS: A PTS: 1 REF: Page 48

TRUE/FALSE

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1. Adam Smith made the point that individual pursuit of self-interest (egoistic conduct), even when subject to rules and constraints, always undermines the utilitarian goal of producing the most good for all.
ANS: F PTS: 1 REF: Page 52
2. Rule utilitarianism applies the utilitarian standard, not to individual actions, but to moral codes as a whole.
ANS: T PTS: 1 REF: Page 67
3. When a utilitarian like Jeremy Bentham advocates "the greatest happiness for the greatest number," we must consider unhappiness or pain as well as happiness.
ANS: T PTS: 1 REF: Page 47
4. The connection between rights and duties is that, generally speaking, if you have a right to do something, then someone else has a correlative duty to act in a certain way.
ANS: T PTS: 1 REF: Page 62
5. According to Immanuel Kant, moral reasoning is based on observation.
ANS: F PTS: 1 REF: Page 53
6. According to Jeremy Bentham and John Stuart Mill, pleasure is the one thing that is intrinsically good or worthwhile.
ANS: T PTS: 1 REF: Page 47
7. The rights guaranteed in the Bill of Rights are positive rights, not negative rights.
ANS: F PTS: 1 REF: Page 63
8. According to W. D. Ross, we have immediate intuitive knowledge of the basic *prima facie* moral obligations/principles.
ANS: T PTS: 1 REF: Page 60
9. Richard Brandt defends a form of act utilitarianism.
ANS: T PTS: 1 REF: Page 51
10. All moral rights are legal rights.
ANS: F PTS: 1 REF: Page 62

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11. By "maxim," Immanuel Kant meant the subjective principle of an action, the principle that people in effect formulate in determining their conduct.
ANS: T PTS: 1 REF: Page 55
12. Normative theories of ethics propose some principle or principles for distinguishing right actions from wrong actions.
ANS: T PTS: 1 REF: Page 42
13. Nonconsequentialist theories of ethics never consider the consequences of an action or rule when making a moral judgment.
ANS: F PTS: 1 REF: Page 43
14. The view that equates morality with self-interest is egoism.
ANS: T PTS: 1 REF: Page 43
15. Egoists only do what they feel like doing.
ANS: F PTS: 1 REF: Page 43
16. Ethical egoism says that human beings are, as a matter of fact, so constructed that they must behave selfishly.
ANS: F PTS: 1 REF: Pages 43-44
17. Jeremy Bentham thought that a community is no more than the individuals who compose it and that the interests of the community are simply the sum of the interests of its members.
ANS: T PTS: 1 REF: Page 47
18. One feature about utilitarianism that makes it appealing as a standard for moral decisions in business and nonbusiness organizations is that it provides a clear and straightforward basis for formulating and testing policies.
ANS: T PTS: 1 REF: Page 49
19. According to Adam Smith, if business is left to pursue its self-interest, the good of society will be compromised and harmed.
ANS: F PTS: 1 REF: Page 52

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20. Immanuel Kant believed that it is only when we act out of empathy for others that our actions have moral worth.
ANS: F PTS: 1 REF: Page 54
21. A hypothetical imperative tells us to act as we would want everyone to act in that situation.
ANS: F PTS: 1 REF: Pages 55-56
22. Immanuel Kant believed that prostitution was immoral because, by selling their sexual services, prostitutes allow themselves to be treated as only a means to an end.
ANS: T PTS: 1 REF: Page 59
23. A *prima facie* obligation is an obligation that can be overridden by a more important obligation.
ANS: T PTS: 1 REF: Page 60
24. A supererogatory act is an act that would be good to do, but not doing it is not wrong.
ANS: T PTS: 1 REF: Page 62
25. W. D. Ross denied that we have immediate, intuitive knowledge of the basic *prima facie* obligations.
ANS: F PTS: 1 REF: Page 60

SHORT ANSWER

1. What is the difference between legal rights and moral rights and between negative rights and positive rights?
ANS:
See referenced page
PTS: 1 REF: Pages 62-63
2. According to Kant, when does an action have moral worth?
ANS:
See referenced page
PTS: 1 REF: Page 54
3. What is the difference between the categorical imperative and a hypothetical imperative?

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ANS:

See referenced page

PTS: 1

REF: Pages 55-56

4. State two alternative formulations of Immanuel Kant's categorical imperative. Explain what they mean.

ANS:

See referenced page

PTS: 1

REF: Page 57

5. Identify two forms of ethical egoism. What are these two forms and how do they differ from one another?

ANS:

See referenced page

PTS: 1

REF: Page 43

6. What is a *prima facie* obligation?

ANS:

See referenced page

PTS: 1

REF: Page 60

7. Explain one of the two criticisms of Kant's ethics.

ANS:

See referenced pages

PTS: 1

REF: Pages 58-59

8. Explain one of the three criticisms of Utilitarianism.

ANS:

See referenced page

PTS: 1

REF: Pages 49-52

9. What is the difference between egoism as an ethical theory and psychological egoism?

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ANS:

See referenced page

PTS: 1

REF: Pages 43-44

10. According to Immanuel Kant, lying is never morally permissible. Why does he believe this?

ANS:

See referenced page.

PTS: 1

REF: Page 55

ESSAY

1. Choose two theories of ethics from the reading and explain how you would properly apply them to the “Blood for Sale” case.

ANS:

See referenced page

PTS: 1

REF: Case 2.3

2. How would the six points of utilitarianism be applied to “The Ford Pinto” case to come to a proper resolution?

ANS:

See referenced page

PTS: 1

REF: Case 2.2