

**The Psychology  
of Ethics**



**Participant's Workbook**

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# Introduction

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## *The Psychology Of Ethics*

This workbook introduces you to a variety of fundamental ethical concepts and analytical principles.

We will explore the origins of ethical belief systems, the inherent conflicting influences a person faces when confronted with ethical dilemmas the differences between law, ethics, and morality, the conceptual dimensions of ethics, integrity, and character, the seven fundamental preferences for resolving ethical dilemmas, the importance of core ethical values, and the twelve step process for resolving ethical dilemmas.

This workbook includes personal reflective exercises that are designed to facilitate and stimulate your thought processes.

If you complete each exercise you will acquire personal knowledge that will help you to become a leader of integrity. The exercises require that you pause, think about, contemplate, and reflect upon certain ethical concepts and principles. You will be asked to make personal commitments and indicate personal choices.

These requests are critical to your development as a leader of integrity. If you take each request seriously, and if you do the work that is asked, you will, at the end of today's program, have a greater insight into your own ethical constitution.

Galileo reminds us of the following:

***"We cannot teach people anything,  
we can only help them to discover  
it within themselves."***

# Psychology of Ethics

## Reflections on Ethics, Integrity, and Character



My personal definition of *ethics* is:

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My personal definition of *integrity* is:

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My personal definition of *character* is:

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# Psychology of Ethics

## 7 Ethical Types . . .

### Philosophy

### Concern

**Egoism**

Self



**Utilitarianism**

Others



**Existentialism**

Inner Alignment



**Divine Inspiration**

Spiritual & Religious



**Deontology**

Rules & Duties



**Conformism**

Social Pressures & Acceptance



**Eclectic**

Hybrid, Mixture, Combination

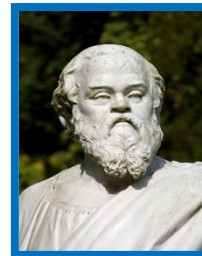
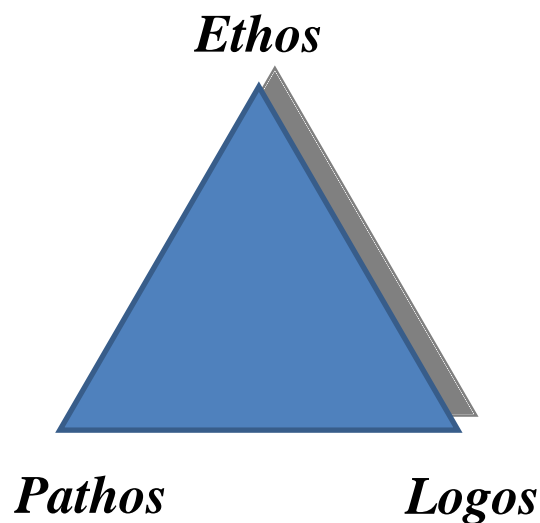


# Psychology of Ethics

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## Why Do Good People Act Unethically?

- ◆ Egoism, Self-Interest, Self-preservation
- ◆ Inability to Control Passions
- ◆ Social Pressures to Conform
- ◆ Pressure to meet or Exceed Goals or Timelines



# Psychology of Ethics

## **It's Up To You**

Ethics, integrity, and character are matters of personal choice and dedication.

The concepts are really quite simple to know and understand.

The real challenge is personally following through, and demonstrating these principles in your daily, personal and business conduct.

Your subordinates look to you for leadership and inspiration.

Have you prepared yourself and your employees to meet the ethical challenges that lie ahead? Can you say, without hesitation, that you have done all that you can to promote, inspire, and encourage ethics, integrity, and honor?

Someone must be the keeper of the organization's corporate soul and conscience. If not you, then who will perform this important function within your department?

It's not too late for you to accept the ethical challenge, and make a significant statement to move yourself, and your department toward authentic virtue and genuine goodness.

If you make a genuine commitment to ethics, you will be rewarded in many ways, including, but not limited to: increased fiscal accountability; public confidence in your leadership; greater productivity; improved morale; and a substantially reduced threat of becoming a victim of fraud, scandal, corruption, and litigation.

The choice is uniquely and individually yours.

What type of ethical legacy will you leave for those in your department?

Will your footprints lead them to ethics, integrity, and honor?

My *personal commitment* to ethics is as follows:

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