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# Introduction to Industrial Engineering: Ethical Choices

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**Class Exercise 8: Ethical Choices****OBJECTIVE** *Ethical Issues*

All industrial engineering, product designers, and managers must at some point in their career face an issue that requires some amount of ethical or moral judgment. Consider the following scenarios and discuss with your group members what each of you would do.

**I do NOT want a group consensus! *There are no right or wrong answers* - I want you to explain/justify to your other group members what YOU would do in each of the following situations.**

**Scenario 1**

Your boss comes to you and says, “If this analysis proves that our new concept will work, the buyer will select us as the vendor for sure.” This contract could mean millions in new revenue and a dozen new jobs. Plus, it could mean big raises for both you and your boss.

After completion, your analysis shows that the system falls *just short* of the desired performance. Your boss is informed and says, “Find a way to make the system work and do it by Friday.” Friday comes around and the system still does not work. Do you say it will work (and hope to find a way to make the system more efficient before installation) or do you stand your ground and say it does not work, and take a chance of losing the job with your company?

**What would you do?**

**Suppose the desired system does not even come close to meeting the desired performance measure?**

## Scenario 2

The designer of a new manufacturing system would like the system to operate in a certain way. She asks you to “adjust” some of the report data to give her argument additional weight when the concept is presented to her manager. “It won’t really change anything,” she says, “it will just make it easier to justify my idea.” What should you do?

**What would you do?**

## Scenario 3

A salesman reported to the industrial engineering department that all other vendors bidding on a hotly contested job were proposing that eight robotics workstation be used. An in-house study that you performed revealed that only five were required to produce the number of parts needed by the potential customer. The salesman suggests that a report be produced recommending the use of seven stations when only five are necessary. Your company would still come in at a lower price than the competition. However, your company would be quietly making some extra money by selling seven stations rather than five. Do you go along with the request and help generate the increased sales for your company?

**What would you do?**

## Scenario 4

A potential customer’s rush order is waiting for your study to be completed. After completing a first-pass analysis of the data, but before the validation and a detailed study of the output can take place, your boss comes in and tells you to write a report. You voice your objections and say that model validation and the proper analysis of the output will require several more days of work. Your boss replies that he does not care and wants whatever you have completed now. What should you do?

**What would you do?**