Grady is the president of an engineering firm. The firm is negotiating a contract in Country X, in which it has not previously done business. A high-ranking business person in this country tells Grady that it is an established and legal custom to give personal gifts to the officials who are authorized to award the contracts. Since this contract is not with a governmental official, assume that the Foreign Corrupt Practices Act does not apply and that the gift would violate no U.S. laws.

The local business person also informs Grady that while this condition will not be included in the contract, no further work will be awarded to Grady’s firm without such gifts. Grady also learns that other firms have given such gifts. If Grady’s firm decides to make the gifts, the giving will be done through an intermediary who is familiar with the country and its culture and will handle the negotiations to secure the contracts. It is estimated that the gift will cost approximately $15,000. Grady’s firm does not have to have to do business in Country X, but it would very much like to.

Grady’s firm is relatively small, and it does not have an ethics officer. Furthermore, it does not have established policy in the area. Therefore, Grady believes that he must set the policy, which will apply to this situation, and others like it. Since he is setting policy for a new situation, he believes that he should write a general policy statement, which would include a justification of his position.

**Assignment**

Suppose you are Grady. How should this policy statement be written? Use whatever resources from the course that you find useful—casuistry, creative middle ways, rights analysis, Golden Rule, etc. In your policy statement, try to avoid the specialized terms that we have used in the course, such as “line-drawing,” “casuistry,” “RP,” “utilitarianism,” etc. Instead, use equivalent terms, such as reference to “the overall public good” (for utilitarianism). Do not go through the “1,2,3…” analysis, but you may put things in equivalent terms. If you use something like the method of casuistry, express everything in words and do not use the chart.

You might argue that all gifts of any size are impermissible (or permissible). In this case, you will want to give a general moral justification for your position. Here you would probably use some form of utilitarian or RP justification. Alternatively, you might decide to set up some criteria for determining when gifts are and are not permissible, and then determine whether this gift is permissible. (Note: You should justify the criteria you use in moral terms.) Here you might use some form of casuistry.

However you decide to write your policy statement, try to avoid the specialized terminology used in this course, and explain everything in terms that a person who has not had this course could understand.
Grading

This essay is, like the other major writing assignments, is worth ten points on the final grade. On this assignment, writing will count for three points, and content will count for seven points.

The essay should be no more than four double-spaced typewritten pages, and it is due at the recitation section on Friday, November 5.

Before you give the essay to your TA, submit it to turnitin.com. See http://itsinfo.tamu.edu/turnitin/students.htm for details. You will need to create an account before your paper will be accepted by the system. After creating an account, use the following ID and password to submit your paper: ID: 1178752 Password:482ethics.

A more detailed guide can be found at http://turnitin.com/static/training_support/tii_student_guide.pdf. Note that the spaces between “tii” and “student” and “student” and “guide” have underline spacers: tii_student_guide.