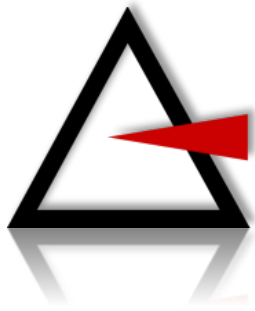


Project Management

Topic 7.4

Ethics Importance and Support



FULCRUM *EDGE*, INC.

7.4.1 Team Exercise



Ethics Importance and Support

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Ethical Issues in Project Management

- Vendor selection
- Bribes
- Reporting progress
- Conflict of interest
- Others
- What are some other ethical issues?



Vendor Selection

- Improper vendor selection behavior
 - Influencing scoring models
 - Selective distribution of RFQ's
 - Not using or manipulating results of a selection model
- Steps to avoid vendor manipulation
 - Require a selection model built by a team of decision makers
 - Utilize an open bidding process
 - Periodically audit the selection results

Bribes

Depending on your line of work you may be faced with one of the following situations:

- An indication that a bribe would “make things much better!”
- A hint that if a decision goes in their favor “you could benefit!”



7.4.2 Roundtable Exercise



Bribes

- How prevalent are bribes aimed at Project Managers?
- Do all bribes look alike?
- What about free lunch, sports tickets, and gifts at the Holidays?

Share your thoughts in roundtable discussion

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Progress Reporting

- Beware of the following pitfalls
 - Overstating progress
 - Hiding problems
 - Tendency to shoot the messenger
- Communicate problems safely
 - Communicate problems early and often
 - Include potential solutions
 - Document and control the project

Potential Conflict of Interest Examples

- Conflict related to a supplier competing for business on your project due to:
 - A relative working for the supplier
 - Financial interest in the supplier
 - Indirect benefit gained from a third party
 - Strong personal or social relationship
- Unreported perceived conflicts of interest can be damaging as well

7.4.3 Simulation Exercise



Ethics

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