Every Choice has a Consequence

Chuck Gallagher

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EVERY CHOICE HAS A CONSEQUENCE

CHUCK GALLAGHER

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CERTIFIED PUBLIC ACCOUNTANT

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EVERY CHOICE HAS A CONSEQUENCE
Question 1: How many of you would voluntarily make an unethical choice?

Question 2: How many of you think breaking the law is unethical?
Question 3: How many of you have driven on an Interstate Highway over the past two weeks?

Question 4: How many of you have exceeded the speed limit when driving on the Interstate by at least 5-10 mph?
It’s Easy to make **Unethical Choices** when they seem socially acceptable.

**unethical**

What Is Socially Acceptable?
What Else Is Socially Acceptable?
Taking pictures from the Internet
Underreporting Income
SnapChat
Embellishing capabilities
Over Promise Under Deliver

INTENTIONS:
Values
Attitudes
Commitment
Responsibility
Experience
Mood

CULTURE:
Shared Values
Ethics
Morals
Myths & Legends
Justice
Fairness
Covenants

BEHAVIOR:
Plans
Actions
Observations
Facts
Performance

SYSTEMS:
Organizational Structures
Work Processes
Policies & Procedures
Economics
Contracts

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What Do These People Have in Common?
What Do These People Have in Common?
Three Primary Reasons People have Ethical Lapses
Three primary reasons people have ethical lapses

FINANCIAL PROBLEMS
Three primary reasons people have ethical lapses

HEALTH ISSUES

Ethical Lapses Don’t Start

BIG
What causes an otherwise “honest” person to do dishonest things?
The three components of ethical lapses:

- Need
- Opportunity
- Rationalization
People cheat when they have a chance to (lesson: remove opportunity), but when the issue of honesty and rationalization is openly discussed people dramatically reduce or stop cheating (lesson: Expand Ethics training beyond just the HR and Compliance requirements)
When Life gets out of balance…

we search for a quick solution.

Reality Check

REASON FOR 81% OF ETHICS LAPSES

+36% Living Beyond Means

+27% Financial Difficulties

+19% CloseAssoc with Vendors/Customers

+18% Excessive Control Issues
Why is ethical training important?
Or find yourself facing the JUDGE

US sentencing guidelines state:

You cannot be held criminally liable for an unethical/illegal action of an employee if you have provided employees comprehensive ethical training.
EVERY CHOICE HAS A CONSEQUENCE

Questions?

CHUCK GALLAGHER

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“EVERY CHOICE HAS A CONSEQUENCE!”

chuckgallagher.com
TRUE SUCCESS
Is making a positive impact
on the lives of others.

EVERY CHOICE HAS A CONSEQUENCE!
Questions? Thank you!

Up Next: 11:45 am
Lunch in Ballroom Lawn

Plenary Session: 12:45 – 1:45 pm
*When Good Jobs Go Bad* - Neil Swidey
in Grand Canyon Ballroom

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