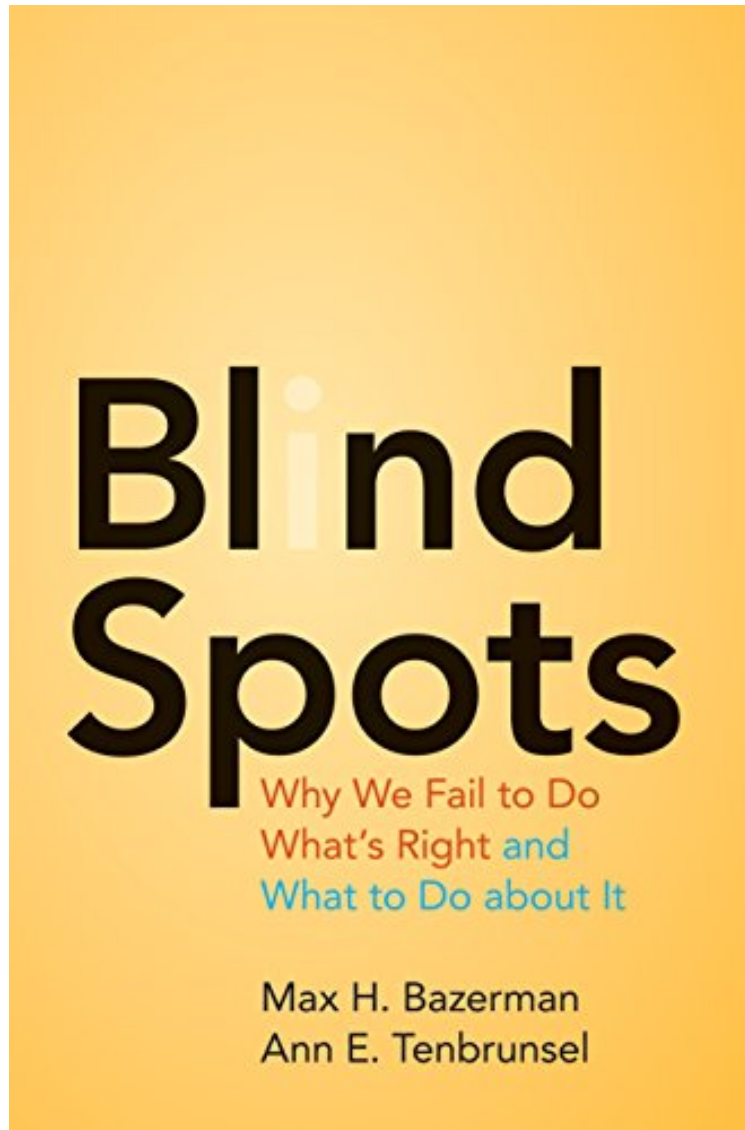


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Blind Spots: Why We Fail to Do What's Right and What to Do about It

Max H. Bazerman, Ann E. Tenbrunsel
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Max H. Bazerman, Ann E. Tenbrunsel : Blind Spots: Why We Fail to Do What's Right and What to Do about It before purchasing it in order to gauge whether or not it would be worth my time, and all praised Blind Spots: Why We Fail to Do What's Right and What to Do about It:

1 of 1 people found the following review helpful. Review for college course By Judith L. This book is definitely an eye-opener. Chapter 5 When We Ignore Unethical Behavior is my favorite chapter and helped me realize why I and other people often just excuse or let unethical behavior go without challenge. While some of the things in this book could be

debated, it also offers a lot of great explanations and gives a different perspective to ethics. Readers can immediately relate this back to their own lives or the lives of people they know due to the understandable explanations the book gives to its main sections. I would suggest that people read this book because it will help them realize that they could do better than what they're doing now, even if they're doing good. This book helped me realize my own shortcomings as a person and that I want better people in my life. 3 of 3 people found the following review helpful. Essential for business professionals. By LafIng You are not as ethical as you think you are. That is the basic message from behavioral ethicists of this book. It's an interesting mix of cognitive research with anecdotes on why it is that people in business do unethical things. An easy read for the most part, but with plenty of substance. Can be a bit redundant. Really good for people who want to understand why, despite their best intentions, we still end up making mistakes and doing things we know are unethical, even after the fact. Recommended. 0 of 0 people found the following review helpful. The concept of Slippery slope - a must read. By Customer A must read for everyone. After reading this book, I was able to differentiate between my actions those I believe were ethical but actually not. The concept of slippery slope is ingrained in my mind and keep me aware of unethical choices I make unconsciously. Thanks Max and Ann.

When confronted with an ethical dilemma, most of us like to think we would stand up for our principles. But we are not as ethical as we think we are. In *Blind Spots*, leading business ethicists Max Bazerman and Ann Tenbrunsel examine the ways we overestimate our ability to do what is right and how we act unethically without meaning to. From the collapse of Enron and corruption in the tobacco industry, to sales of the defective Ford Pinto, the downfall of Bernard Madoff, and the Challenger space shuttle disaster, the authors investigate the nature of ethical failures in the business world and beyond, and illustrate how we can become more ethical, bridging the gap between who we are and who we want to be. Explaining why traditional approaches to ethics don't work, the book considers how blind spots like ethical fading--the removal of ethics from the decision--making process--have led to tragedies and scandals such as the Challenger space shuttle disaster, steroid use in Major League Baseball, the crash in the financial markets, and the energy crisis. The authors demonstrate how ethical standards shift, how we neglect to notice and act on the unethical behavior of others, and how compliance initiatives can actually promote unethical behavior. They argue that scandals will continue to emerge unless such approaches take into account the psychology of individuals faced with ethical dilemmas. Distinguishing our "should self" (the person who knows what is correct) from our "want self" (the person who ends up making decisions), the authors point out ethical sinkholes that create questionable actions. Suggesting innovative individual and group tactics for improving human judgment, *Blind Spots* shows us how to secure a place for ethics in our workplaces, institutions, and daily lives.