

Should you lie/bluff? Three common views on ethics in negotiations

- 1) Do the right thing: stick to ethical principles even if costs/hurts
- 2) Play the “game:” In negotiations everyone bluffs and lies
- 3) What goes around comes around: Don’t be an absolutist but it is in your self-interest to act with consistency and integrity

Anyone want to defend one of these approaches?

AN ETHICAL FRAMEWORK

- Many of us use all 3 of these frameworks to make ethical decisions (we unconsciously flip from one framework to another depending on the context)
- The challenge: **consciously** construct an ethical framework consistent with your values that you can use to make decisions and, if necessary, explain your decisions to others.
- Good questions to ask yourself:
 - how would this action affect your self image?
 - how would you feel if your actions were revealed to a large number of people?
 - What would be the result in society if everyone acted in this manner?

PROBLEMS OFTEN ASSOCIATED WITH LYING

- can damage/destroy relationship
- can damage/destroy reputation
- can undermine integrative potential (you are less open/cooperative)
- can undermine one's **sense of self** as a good/moral person (cause stress, guilt, alienation)
- May be legally liable for “fraud”

Is there a difference between omission & commission?

WHEN MIGHT A PARTY BE TEMPTED TO LIE?

- If counterparty (you!) are perceived as competitive and possibly unethical
- a “one shot” situation with no potential relationship
- party is under a lot of pressure to compete

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15.665 Power and Negotiation
Spring 2014

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