



# UNETHICAL BEHAVIOUR

- Lacking moral principles;
- unwilling to adhere to proper rules of conduct

# COMMON REASONS FOR UNETHICAL BEHAVIOUR

- Pressure can drive people to do things they wouldn't normally do.
- Some people make unethical choices because they are not sure about what really is the right thing to do.
- Self-interest, personal gain, ambition, and downright greed are at the bottom of a lot of unethical activity in business.
- Misguided loyalty.
- Then there are those who simply never learned or do not care about ethical values.
- Ignorance
- Competition

# THE ROOT CAUSES OF UNETHICAL BEHAVIOR

- Psychological traps are the root causes of unethical behavior.
  - **Primary Traps (External Stimuli)**
    - “Obedience to Authority”
  - **Personality Traps (Internal stimuli)**
    - “Need for Closure,”
  - **Defensive Traps (Two internal stimuli: guilt and shame)**
    - “False Consensus Effect.”