

Ideas about the Little Paper on Ethics and Machiavellianism

- Be sure you pick up both Questionnaires: Ethics and Machiavelli.
- Pick up the scoring sheets.
- Fill out the two Questionnaires and locate yourself with respect to ethical and Machiavellian questions. I am not so interested in your score, but in how you think about these questions as you negotiate in your professional (and personal) life, and your own reaction to your score. So the Little Paper should tell something about how you think about ethics in negotiations, and whether you find yourself more or less “Machiavellian” than you thought.
- You may talk with anyone about these Questionnaires and your reactions to them. If you wish to, please talk with close friends and family about the questions. Some students have xeroxed clean copies to ask their Significant Others to fill them out as they think (you) would do.
- If these questions have religious significance for you, please use these two weeks to discuss questions with appropriate colleagues and clergy and family? Feel free to make a phone call to get your company's or professional association's Code of Ethics.
- Have you been thinking about these questions as you negotiate at school? At home? At work? Do you think your moral values will constrain success at negotiations? Enhance it? Is this the same or different for your situation at work or at home?
- Length of Little Paper: Like all teachers, my major advice is: "please cover the subject." Most students write 2-10 pp. If this subject is important to you and you think writing just one Little Paper is absurd, then pick up on the topic in your journal?