

**University of Dayton School of Business Administration  
Assessment Results 2008**

**EXHIBIT 17: MBA Objective 5 Results  
Recognition of ethical dilemmas and analysis of ethical issues reflected in business decisions**

MBA 693 Negotiation Exercise with Embedded Ethical Dilemma: Student teams use an online threaded discussion within their teams outside of class as they prepare for an in-class client-vendor negotiation role-playing exercise. At various points during the discussion period (typically two weeks), the instructors introduce ethical dilemmas (e.g., potential insider information) subtly, i.e., without drawing attention to the ethical aspects of the scenario. They monitor the discussion and evaluate the judgment, intentions, and actions of each student with respect to the ethical issue before it is overtly identified as such. Students respond to questions at the conclusion of the exercise in class after they have been made aware of the potential ethical issues.

**Winter and Summer 2008  
Sample: 77 students**

<b>Anonymous student response to select questions on ethical elements of exercise (N=52)</b>		<b>Strongly Disagree (1)</b>	<b>Disagree (2)</b>	<b>Neither Agree nor Disagree (3)</b>	<b>Agree (4)</b>	<b>Strongly Agree (5)</b>	<b>% Rated 4 or 5 (Target 70%)</b>
Q3	Expressed your feelings to your team about how/if the "insider information" should be used		2 (4%)	4 (8%)	28 (54%)	18 (35%)	88%
Q7	Initially believed there was a question of ethics associated with accessing the others email system	1 (2%)	6 (12%)	1 (2%)	20 (38%)	24 (46%)	85%
Q8	Believe it was/would be unethical to access the others email system	2 (4%)	1 (2%)	6 (12%)	20 (38%)	23 (44%)	83%
Q9	Feel your perspective of ethical considerations on business issues has been enhanced by this class		1 (2%)	6 (12%)	29 (56%)	16 (31%)	87%

<b>Faculty assessment of individual students</b>	<b>Unsatisfactory (Used without hesitation)</b>	<b>Satisfactory (Considered ethics but decided to use)</b>	<b>Very Good (Considered ethics and decided not to use)</b>	<b>%* Rated Satisfactory or better (Target 70%)</b>
Demonstrated student position or behavior regarding unethical use	23 (35%)	12 (18%)	30 (46%)	65%

\*Responses of 12 students were inconclusive and are not included in the percentage calculation.