Study Questions

Ethical Practice:
Professionalism, Social Responsibility, and
The Purpose of the Corporation

Session 2: Wednesday April 4, 2007

Personal and Professional Practice I—the Theory
• Ashish Nanda, “Who Is a Professional?” (HBS Note 9-904-047)
• Albert Z. Carr, “Is Business Bluffing Ethical?” (HBR Reprint 68102)

1. Given the definitions offered in Ashish Nanda’s piece, would you say that
businesspeople are professionals? Are the people with whom you worked
professionals? Are you a professional?

2. In your opinion, what are the chief characteristics of a professional? What
is their social value in your country? In the global arena?

3. If you presented Albert Carr (“Is Business Bluffing Ethical?”) with
Nanda’s argument for professional activity, would Carr agree that
businesspeople are professionals? Would Nanda accept a notion of
professional activity as a game?

4. Do you agree with Carr that personal ethics differs from professional
ethics, and that maintaining the difference is essential to success in both
personal and professional life?

* Individual writing assignment for Friday, April 6: “What are my ethical
principles in business?” Build your argument around an example or two
from your experience. Submissions should be 2 pp., double-spaced;
make sure you retain a copy of your work.