Practice Questions for resolving dilemmas using Ethical Theories

Scenario 1:

Acme Corporation licenses sophisticated software packages to many state, districts, and city governments. Government agencies have the choice of three levels of service: the bronze level provides online support only; the silver level adds phone support; and the gold level includes training classes taught on the customer's site. The gold level of support costs $20,000 a year more than the silver level.

Jean is one of the Acme employees who works in the support organization. Mostly, Jean provides phone support, but from time to time he teaches an on-site class. In fact, Jean created many of the instructional materials used in these classes. Because of the recession, quite a few government agencies have dropped from the gold level of support to the silver level, and some members of Jean's training group have lost their jobs. Jean has a family to support, and he is wondering if his position will soon be eliminated as well.

The state government of East Dakota is one of the many customers that no longer pays Acme Corporation for on-site training. One day Jean gets a call from Maria, who works for the East Dakota state agency using the software package. Maria offers to pay Jean $5,000 plus expenses to run a five-day training class that covers the same material as the official course taught by Acme. Jean accepts the offer, but he does not inform anyone at Acme Corporation of his decision. Working at home on evenings and weekends, he develops his own set of instructional materials. He takes a week of paid vacation from work, travels to East Dakota, and teaches the class.

1. **Describe Jean's professional ethical behavior in this scenario (when he accepted the offer) based on the following ethical theories.**
    a. **Kantianism Theory**

    b. **Utilitarianism Theory**