ETHICS - You Be the Judge
Ethics in Consulting and Procurement Practices
Next on the Agenda: Ethics
Anyone here know anything about ethics?
Leadership Survey

- 215 ITE Leaders
### Timesheet Charges

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<th>Day of Week</th>
<th>Regular Hours</th>
<th>Sick Hours</th>
<th>Vacatio Hours</th>
<th>Paid Leave Hours</th>
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#### Billable versus Overhead
- **Billable**
- **Overhead**
Working for Client A that might benefit Client B

- What can be disclosed to Client B?
Explaining Ethics

• How to explain to younger staff
Perception

Is reality
Sponsorships

- Events, dinners
"We’ve been selected to do a traffic impact study, anybody know anything about traffic?"
Honesty
• Speaking the truth, even when it hurts
Client Pressure

- Modify work to satisfy client’s needs
Competition

• Tough economic times
Deceptive Proposals

- Deliver on promises
Influence Peddling

- Pay to play
Time Crunch

• Quality, Safety Standards
Safety vs. Cost

- Legal and personal
Conflict of Interest

- Working for both public and private clients
I hereby affirm the above statement to be true.

Signature ____________________________

Witnesses ____________________________