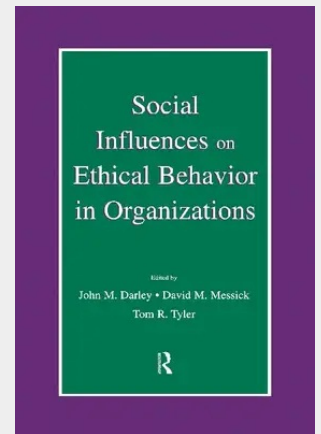


Social Influences on Ethical Behavior in Organizations

For too long, organizational scientists have not adequately attended to the problems of unethical behavior in organizations. This collection of essays provides the stimulus needed to help move the study of unethical behavior to center stage in the organizational sciences. It does so by posing provocative questions that not only entail a concern for understanding unethical behavior but that also strike at the very core of how and why organizations function as they do. The book addresses: * the asymmetries in power and influence created by hierarchies that give rise to ethical problems; * the tactics that might reduce the effectiveness of improper influence attempts; and * how the inappropriate use of influence diffuses, for example, through a market.

This collection of essays provides the stimulus needed to help move the study of ethics in organizations to center stage and stimulate social scientists to seek ways of enhancing the human condition.



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