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Nota di contenuto	Preface / Miguel R. Olivas-Luján, Tanya Bondarouk -- Introduction / Tiia Vissak, Maaja Vadi -- The nature of (dis)honesty, its impact factors and consequences / Maaja Vadi, Tiia Vissak -- (Dis)Honesty in organizations : ethical perspectives / Eneli Kindsiko -- Honesty and trust : integrating the values of individuals, organizations, and the society / Anneli Kaasa, Eve Parts -- The banking crisis in Iceland : did the government pretend that facts from reality were other than they were? / Hilmar Þór Hilmarsson -- Perceptions of unreported economic activities in Baltic firms : individualistic and non-individualistic motives / Jaanika Meriküll, Tairi Rõõm, Karsten Staehr -- Firm bankruptcies and violations of law : an analysis of different offences / Oliver Lukason -- From dishonesty to disaster : the reasons and consequences of rogue traders fraudulent behavior / Mark Kantsukov, Darja Medvedskaja -- The drivers and moderators for dishonest behavior in the service sector / Krista Jaakson, Jaan Masso, Maaja Vadi -- Human resource managers and employees rights : an ABC (antecedents-behavior-consequences) analysis of ethical dilemmas / Dana Mesner Andolsek, Mateja Primožic,

Janez Stebe -- Honesty in leadership : a case of the Czech Republic / Zuzana Dvorakova, Edward Shippen Bright, Jan Muehlfeit -- Legitimizing dishonesty in organizations : a survey of managers in four sub-Saharan African countries / Martina L. Yanga, Isaac O. Amoako -- Evaluating honesty when implementing corporate community initiatives : a developing country perspective / Eshani Beddewela -- Building trust between American and Chinese business negotiators / Maria Lai-Ling Lam -- The consequences of dishonesty in international partnerships : three Chinese cases / Tiia Vissak, Xiaotian Zhang -- From dishonesty to honesty : is this journey path dependent? / Eneli Kindsiko, Maaja Vadi, Tiia Vissak.

Sommario/riassunto

This volume concentrates on different forms of honesty and dishonesty in management and their consequences for managers, firms and society. These issues are related to values and behavior patterns and thus, the basis of contemporary business. Honesty can be defined as the refusal to pretend that facts of reality are other than what they are while dishonesty including lying, stealing, cheating, distortion, concealing of important information, failing to fulfill promises, and abruptly abandoning a business relationship presents its opposite. Based on chapters about China, Japan, USA, Israel, Germany, Sweden, Iceland and Estonia, the authors conclude that the understanding of (dis)honesty and (un)ethical behavior differs in different cultural, societal and organizational contexts. This volume also demonstrates that the fear of dishonesty may change a firm's local and international behavior, but also managers' attitude toward employees. For example, some firms avoid deeper relationship-oriented partnerships as they wish to control internal activities, avoid possible disinformation and prevent dishonesty/opportunism costs. As a result of distrust, they may also protect their firm-specific knowledge more, and this may result in a lower level of knowledge acquisition and reduce partnership satisfaction. Moreover, distrust may lead to more complex and costly contract negotiations and governance structures; complicate further business and lead to relationship termination or governance redesign. Still, sometimes dishonesty may pay off in the short term.
