

Principal Characters in Ethicana



Grisman Grove

Interior Minister of Ethicana



Unoco

CANT Construction Executive



Barrere

Behemoth Mining Executive



François

Agent for Behemoth and CANT



Victoria

IIEDA Executive
Institution for **I**nternational **E**conomic
Development **A**ssistance



Maddie

IIEDA Project Line Manager



Desmond

Project Mgr., CANT Construction



Giselle

CANT Ethics & Legal Officer



Rudy

Behemoth Mining Attorney



Mano Paulo

CANT Construction Engineer



Martine Paulo

Mano Paulo's Uncle



Andres

Chairman of IIEDA

ETHICANA™

ETHICANA™ and associated education and training materials were developed by the Global Anti-Corruption Education and Training (ACET) Initiative, consisting of a primary team of 9 engineers, attorneys, and ethicists and 50 technical advisors from several worldwide organizations. Project Director/Executive Producer Jimmy H. Smith was assisted by ACET Team Assistant Patricia Harper. Principal developers were **ASCE's Committee on Global Principles for Professional Conduct** and the **National Institute for Engineering Ethics, Murdough Center for Engineering Professionalism at Texas Tech University**.

ETHICANA™ and its training/educational materials are intended to provide decision-makers, practitioners, employees and students with fundamental tools for guidance when confronted with corruption in its many forms. The training focuses on the importance of *individual integrity* and portrays the negative aspects of corruption. The intended audience includes owners, engineers, consultants, contractors, suppliers, and lenders involved in the production of engineering and construction projects. For further information, updates and additions to the training materials for **ETHICANA™** see www.ethicana.org.

A WIDE VARIETY OF ANTI-CORRUPTION ISSUES SURFACE IN ETHICANA™:

1. Corruption occurs in every country no matter the form of government, level of development, or geographic location.
2. Corruption causes harm to the poor and underprivileged.
3. Ethical responsibilities and obligations do not stop at national borders.
4. Ethics is an integral (and explicit) component of ordinary technical and business decision-making in engineering practice.
5. Engineers impact people and should be more concerned about people than objects.
6. Decisions are commonly made under pressure with incomplete data, insufficient time, and/or insufficient information.
7. Guidance to help resolve ethical problems is available in the form of corporate and professional codes of ethics, and laws (such as the US FCPA – Foreign Corrupt Practices Act) which regulates dealings with foreign government officials.
8. Unethical & corrupt activities result in serious long-term consequences for individuals, corporations, governments, and most importantly, **for humanity**.

A SUGGESTION AND A FEW EXAMPLES WITH QUESTIONS TO CONSIDER:

1. **Suggestion:** While watching **ETHICANA™**, make note on the other side of this page how many ethical *blunders* were made by each character. We may discuss this afterwards.
2. **Examples with a few questions:** Several characters – perhaps most notably **Victoria** – seem to endorse the view that one must participate in a certain amount of corruption to complete projects. That is, playing into Ethicana's corrupt practices is a "necessary evil" to complete infrastructure projects that will benefit the impoverished Ethicanians. This describes – "the ends justify the means." Does your intuition, background, knowledge of ethical theories, or other guidance of which you may be aware, justify, or condemn, such a view?
 3. At several points in **ETHICANA**, **Unoco**, who appears to be one of the more ethical characters in the video, adopts a position of intentional ignorance. That is, he comments a couple of times: "*I'd rather not know that.*" Does this raise any ethical issues?
 4. In **ETHICANA**, we saw that ethical decisions not only had an effect on other people, but also how the decision changed the moral character of the decision maker. How do we feel about this? Have we seen it happen in our career?

A FEW OTHER QUESTIONS TO CONSIDER:

1. What constitutes "corruption?" Is corruption cultural?
2. Are payments to government officials always wrong?
 - a. Are they always bribes?
 - b. How do they differ from a simple "tip" that would be made in recognition of a service that is being provided?
 - c. How do they differ from donations or [political] contributions?
3. "Pay-to-play": what does it mean?
 - a. Does the size or intent of contribution make a difference?
 - b. Does this happen in the United States?
 - c. Does pay-to-play ever occur in your work? If so, how do you handle it?
 - d. How should it be handled?
4. Do you believe pay-to-play is a major problem, minor problem, or not really a problem? Can you think of any time when pay-to-play would be OK?
5. Is pay-to-play simply a matter of local culture? If so, should we conclude: "*when in Rome, do as the Romans do?*" Always? Frequently? Occasionally? Never? Depends on the circumstances?
6. If everyone knew "*how much was paid*" for "*how much play*," would we feel more comfortable? If so, can we conclude that a major element of this type corruption is the "secrecy" of the act?
 7. Is contributing something needed to a community as a condition of receiving a contract an ethical violation of your company or the US FCPA?
 8. Does building the technical college, under the circumstances described in **ETHICANA**, constitute an ethical violation of your company or the US FCPA?
 9. Were the right people punished for the corruption in the **ETHICANA** story? Who lost the most?
 10. What do you suggest should happen to the various characters?
 11. To whom can you report unethical practices?
 12. Can peoples' behavior be effectively changed (and therefore a company's culture) through anti-corruption or ethics training?
 13. How does corruption affect the private sector? Can a company's employees affect change when there is corruption at the top?
 14. Is \$20 a truck to get over the bridge a Foreign Corruption Practices Act violation? What if the charge is not \$20 per truck, but \$1,000 per truck? Does this make a difference? Where is the line?
 15. Would you hire Rudy to be the attorney for your company? Would you hire Unoco? Barrere? Francois? Victoria? Maddie? Desmond? Giselle? Mano? Others?