

# Reinsurance Negotiation: Confidential Information for JLT Insurance Company

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**Solution 3: Ignore the Situation**  
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- **Conceptualize:** Mike could continue doing things the way he does them.
- **Rights Approach:** It saves the relationships involved.
- **Non-Compensation:** No new impact or expense involved.
- **Gracious Grant:** No new request.
- **Direct Approach:** Must be useful.
- **Ethics of Care:** Helps Mike but not the interests of athletes.

**Summary of the Solutions**

1. **Conceptualize:** Mike could continue doing things the way he does them.

2. **Rights Approach:** It saves the relationships involved.

3. **Non-Compensation:** No new impact or expense involved.

4. **Gracious Grant:** No new request.

5. **Direct Approach:** Must be useful.

6. **Ethics of Care:** Helps Mike but not the interests of athletes.

**Final Decision**

Business negotiators often have to consider the other side's thoughts in order to make a deal. However, in this case, the negotiator is not trying to make a deal. The negotiator is trying to make a deal that is in the best interests of the client.

**What is it for the audience?**

This case is an example of a negotiation strategy that is used in business. It is a strategy that is used to help negotiators understand the other side's thoughts in order to make a deal. However, in this case, the negotiator is not trying to make a deal. The negotiator is trying to make a deal that is in the best interests of the client.

**Questions for you**

How would you approach the situation if you were James or Mike?

**What is the issue?**  
Technically Mike is stealing.  
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**What is the dilemma?**  
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If Mike continues stealing, the risk will be that he is stealing. Therefore, Mike should be asked to stop stealing. But, if he is asked to stop stealing, he will lose his business.

**Ethical Questions**  
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1. How can the business be successful if it is not ethical?

2. How can the business be successful if it is not ethical?

**Summary of the Case**  
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Mike, an equipment manager has taken advantage of the company credit cards, yet his boss is his brother.

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- Consequential: Mike would continue doing things the way he does them.
- Right Approach: It saves the relationships involved.
- Best Consequential: He now has his own company involved.
- Crosses Good: No new impact.
- Right Approach: "I myself, wasn't"
- Risks of Care: Helps Mike but not the finances of the firm.

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What is the debate?  
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If the financial manager, both who works in the company, department and general, it is because, he can't even tell to the accounting what his is, Mike's brother.

Ethical Questions  
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1) Does the decision to be made in this situation?  
2) Is it right for others, how the business is, how to be a person?

Summary of the Solutions  
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## *Summary of the Case*

*Mike, an equipment manager has taken advantage of the company credit card, yet his boss is his brother.*

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*What is the issue?*

*Technically Mike is stealing.*

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## *Ethical Questions*

- 1) Does Mike deserve to be punished for his actions?*
- 2) Is it right for Mike's boss (his brother) to hand down a punishment?*

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## *What is the debate?*

*Mike is practically stealing, Justin who works in the accounting department feels obligated to take action, but isn't sure what to do considering thier boss is Mike's brother.*

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## Solution 1: Confront Mike

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- *Consequentialist: Makes Mike aware without any consequences.*
- *Rights Approach: Mike doesn't get in trouble.*
- *Non-Consequentialist: Would be the best case scenario for Mike.*
- *Common Good: Could potentially stop Mike from using the company card.*
- *Virtue Approach: You would want to confront someone in this scenario as well.*
- *Ethics of Care: It helps everyone involved in some way.*

## Solution 2: Tell Higher Authority

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- *Consequentialist: Fixes the budget problem.*
- *Rights Approach: Helps eliminate the problem with the budget.*
- *Non-Consequentialist: Most fair for those in the athletic department.*
- *Common Good: Budget problem is likely eliminated.*
- *Virtue Approach: Is what most would do in this situation.*
- *Ethics of Care: Potentially affects Mike negatively but everyone else positively.*



## Solution 3: Ignore the Situation

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- *Consequentialist: Mike would continue doing things the way he does them.*
- *Rights Approach: It saves the relationships involved.*
- *Non-Consequentialist: No new impact on anyone involved.*
- *Common Good: No new impact.*
- *Virtue Approach: Myself: neutral*
- *Ethics of Care: Helps Mike but not the finances of athletics.*

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