

Note on Sensing Opportunity

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United Technology Corporation (UTC)

- Carrier Corporation- Climate Control
- Hamilton Sundstrand- Airplane Systems
- Otis Elevator
- Pratt & Whitney- Airplane Engines
- Sikorsky- Helicopters
- UTC Power- Hydrogen Fuel
- Chubb- Security & Fire Protection

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(2001)

- Business Practice
- Ombuds/DIALOG

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Challenge



Challenge

Integrating 46,000 new employees into UTC's global ethics and compliance program from the recently acquired Chubb plc, a United Kingdom based company.

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General Environment

- Defense Acquisition Scandales of the 1980s
- Ethics and Compliance Regulations in US
- Self-regulation, Self-governance

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Opportunities

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Internal Environment

- UTC's Ethic and Compliance Program
- Code of Ethic 1990)
- Five Company Commitments (2001)
- Business Practice Program
- Ombuds/DIALOG

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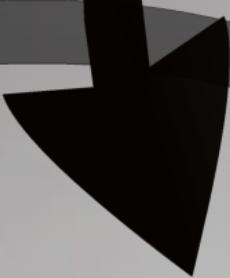
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SWOT

- Strengths
- Weaknesses
- Internal/External Opportunities
- Threats

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Where to Start?

- Decentralized
- Culture and Background Diversity
- No previous established ethic and compliance program

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