

# LARRY JOHNSON

## How Honest Are You?

1. Your office mate shows you a newly acquired tattoo on her lower back, which she has proudly displayed today for the first time by wearing a pair of low slung pants and a blouse with a short mid-drift. You don't like tattoos yourself, and you know that the pants and blouse are pushing the limits of your company's dress code. Also, you recently heard the regional manager talking about how much he hates tattoos displayed at work because he considers them to be unprofessional. It's early in the morning, so no one else has seen the young woman's new look yet. Would you:
  - a. "Tell her that the tattoo looks great?"
  - b. "Tell her that you don't like the look yourself, and she's probably lowering the chances that she'll get ahead by displaying the tattoo because of what the regional manager said?"
  - c. "Keep your opinion to yourself about the tattoo, but warn her about what the regional manager said."
2. A new employee, who's been on the job for six months and reports directly to you, asks how he's doing? You are disappointed in his performance up to this point. Do you:
  - a. Tell him that you are disappointed and why?
  - b. Ask him how he thinks he is doing, and then share your thoughts on where he might improve?
  - c. Tell him he's doing fine, but watch him more closely and look for opportunities to help him improve?
3. You are a salesman for your company. You are about to close a big deal that will put you on the map and make a significant increase in your bonus. The customer tells you that he wants a promise of a two-week delivery or he will go elsewhere for the business. You know that manufacturing is backed up, and a two-week delivery is very iffy. Do you:
  - a. Tell him that you are unable to promise, but you'll make every effort to try and speed the order along?
  - b. Tell him "no problem," and then put the pressure on manufacturing to deliver the goods?
  - c. Tell him there's no way your company can fulfill such a promise, so he'll have to go elsewhere?
4. At a team meeting, your boss reports that the production numbers for the quarter are down by 10% and that everyone must go the extra mile to bring them up. You know for a fact that her figures are wrong, and that production levels were exactly the same this quarter as they were in the previous quarter. Would you:
  - a. Raise your hand and register your disagreement?
  - b. Wait and ask her later in private about the discrepancy between the figures she was using and the ones you know to be true?
  - c. Say nothing?
5. Your boss has become enamored of automated answering systems, and spends a good deal of time and money with the representative from the company that sold him the system trying to figure out how to expand its application to every possible client inquiry, thus eliminating all need for human contact. Your customers keep telling you that they HATE the system, and would rather speak to a real person. When anyone questions the use of the system, your boss gets very testy. Would you:
  - a. Tell him that the customers you deal with hate the system and that it should be dumped?
  - b. Suggest ways that the system could be modified to please the customers who would prefer to deal with a real person?
  - c. Say nothing and tell your customers there's nothing you can do about it?

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6. At an expensive restaurant, the food was good but the service was terrible. When the bill arrives, you notice that the waiter has failed to charge you for two entrees, making the bill \$90 less than it should be. You would:
  - a. Pay the bill and say nothing.
  - b. Point out the error and also tell the waiter that you were unhappy with the service.
  - c. Point out the error but say nothing about the poor service.
  
7. You receive an expensive glass vase for a wedding present from your new spouse's favorite aunt. You and your spouse both hate it. By the way she described how she picked it out just for you, it's obvious that she loves it. Would you:
  - a. Return it to the store where she bought it and hope she doesn't notice it's not displayed when she comes over?
  - b. Tell her it's not the kind of thing you like and would she mind if you returned it?
  - c. Keep it in a closet and only set it out when she came to visit?
  
8. Your co-worker spends much of his day at work visiting porn sites on the internet. You find this distracting and offensive. Additionally, it is a violation of company policy. Would you,
  - a. Ignore it. It's none of your business anyway?
  - b. Report him to your boss?
  - c. Tell him it bothers you and you will report him if he continues?
  
9. You've been working late every night for the past month on several special projects that your boss has thrown at you at the last minute and you're beginning to feel stressed, used, and unappreciated. Tonight you are supposed to go see your seven-year-old perform in the school play. Your boss approaches you as you are walking out the door and asks you to stay late and put together some numbers so he can use them in a presentation he's making tomorrow. This is an assignment your boss could have easily given to you days ago, but he tends to do things at the last minute. If you stay, you'll miss the play. Would you:
  - a. Say, "OK," stay to do the work and miss the play?
  - b. Politely decline, explaining that you're on your way to your child's school play?
  - c. Say you'll take care of it, go to the play, and then return to the office after the play to work on it late into the night?
  
10. You work in the mortgage division of a large home-builder. You are planning an addition to your own home. One day you run into one of the construction managers in the hall so you ask him how much you can expect to pay a general contractor for the addition you have in mind. He offers to build it for you on the weekends at a reduced price since he's already working on a spec-house of his own in your neighborhood. This all sounds great until you remember that your company has a strict policy against any of the construction people building spec homes on their own. Doing so competes for the home-builder's customers. Would you:
  - a. Tell him you'll think about it and just let the matter drop?
  - b. Go ahead and use him to build your addition. After all, building a room addition is not against company policy. If he's doing a spec house on the side too, that's his business?
  - c. Report him to the company?