Williams Group
ERP Business Consulting

Why Ethics and Business Integrity Matter - Time for a new Magic Quadrant

Ethics are the heart of any strong organization. Whether you're a Fortune 500 company or an emerging enterprise, studies have consistently found that ethical decision-making fosters employee morale, boosts brand reputation, encourages loyalty in customers and employees, and improves the bottom line. Ethical behavior is more than the right thing to do; it's the smart thing to do……………………………………….

Ethics concern an individual's moral judgments about right and wrong. Decisions taken within an organization are made by individuals or groups, however, decisions and business ethical processes are very much influenced by the culture of the company. Organization culture is nearly always indicative of its C level management or ownership. Poor ethics in the ERP industry filter down from top management to lower levels of sales, sales managers and services implementation delivery folks.

The decision to behave ethically is a moral one; every employee must decide what they think is the right course of action. This may involve rejecting the route that would lead to the biggest short-term profit only to later fail miserably. A moment of pleasure with Venus could lead to a lifetime of pain with Mercury.

"Tell me who you are with and I will tell you who you are" certainly rings true in the ERP space. If you are working in an organization that has a President / Owner with low business ethics, the honorable route would be to walk into that person's office and tell him / her straight up why you are resigning. Telling yourself that "I need this job" could make sense if you want an immediate excuse for yourself, however, is staying temporarily employed really worth selling out your reputation?

When will Ethical Business Practices be ranked in the ERP Industry?

STRONG ETHICS	**VERY STRONG ETHICS**
Few complaints -Honest and Forthright Ethics	Known for Integrity and extreme Honesty - Solid Industry practices and reputation.
Kings and Queens of Bait and Switch,Prefers hope of not being exposed versus credible substance	Known as " Sue Me ERP Inc". Telling the truth in this org only happens when management can not think of a credible lie.

Company Ethics in lower quadrant are lacking or non exsistent