

Assignment 1

Question: A fertilizer manufacturing company wants to relocate to Yellowstone County. A report from a fired researcher at the company indicates the company's product is releasing toxic by-products. The company suppressed that report. A later report commissioned by the company shows there is no problem with the fertilizer.

Should the company's chief executive officer reveal the content of the unfavorable report in discussions with Yellowstone County representatives? Discuss.

- The company's chief executive officer should reveal the content of not just the unfavorable report but the later report that was commissioned by the company showing there was no problems with the fertilizer because it would exemplify the company's integrity. From a business perspective, the company should share everything they have because if they covered up the toxic report and the Yellowstone representatives investigated the company and found out that the company lied and hid something in an unethical manner then that not only puts the company in a position to where they cannot relocate to Yellowstone but it also puts them in a position to where they do not look marketable anymore as a unit. Besides the benefit the company gets from showing their honesty, Yellowstone would also look at their company as a company who has improved from what they were. Their original report indicates that their company's product released "toxic by-products" (Warren 31). But, later on their new updated reported diminishes that issue. So, when Yellowstone sees how open and truthful this company is to public investors and representatives then that is when you can create partnerships and

negotiations in the business world. If they decided to hide that toxic report then nothing but bad things can inflate from the meeting but if they show everything without fear then it is a winning situation regardless because if your truthful and show the progress you make as a company then you have a good shot at relocating and if you do not get the acceptance to relocate then at least you can say that you did not hide your company's integrity.