



## **2018 Learning Objectives**

Every Choice has a Consequence

Summit participants will explore **why people stray off the straight and narrow** and **how to get them back on track** through:

- A 15-minute introduction
- A 60-minute interactive keynote presentation
- A 15-minute networking time
- A 60-minute interactive session with participative electronic polling

**Keynote Speaker: Chuck Gallagher** ([www.chuckgallagher.com](http://www.chuckgallagher.com))



Ethics in the workplace is a serious matter, but talking about it doesn't have to be "business as usual." Chuck Gallagher learned a lesson about ethics, choices and consequences the hard way—but now he shares his experience so that others don't have to.

You may have seen Chuck on television, or heard him on CNN, CBS or NPR radio programs. His business insights are sought after for his strong position on ethics and ethical leadership. Chuck's personal experience building businesses and sales teams while leading companies provides a practical and powerful framework for ethical success.

## **Agenda**

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|-------------------|---|
| <b>7:30 a.m.</b>  | Registration & Networking                                     |
| <b>8:00 a.m.</b>  | Welcome   |
| <b>8:15 a.m.</b>  | Keynote: Every Choice Has A Consequence – Chuck Gallagher     |
| <b>9:15 a.m.</b>  | Networking Break  |
| <b>9:30 a.m.</b>  | Interactive Session with Electronic Polling – Chuck Gallagher |
| <b>10:45 a.m.</b> | Event Adjourns  |

*continues on reverse*

## **Program Outline**

Introduction – Every Choice has a Consequence – 5 min

Overview of How Unethical Choices are Made when they are Social Acceptable – 5 min

What is Socially Acceptable – Group exercise – 15 min

Review of The Integral Model – 5 min

- Individual Component – Intentions – Behavior
- Business Component – Culture - Systems

Case Study Overview of Unethical Choices – 10 min

Review – Three Primary Reasons People have Ethics Lapses – 5 min

Introduction and Review of The Unethical Continuum – The Slippery Slope to making Unethical Choices – 25 min

Discussion of the Three Legged Stool – Why Smart People make Unethical (and potentially illegal) choices – 30 min

- Need
- Opportunity
- Rationalization
- Rationalization review

Motivations for Ethical/Unethical behavior – 10 min

- Life in balance
- Life out of balance

Reasons for Ethical Lapses – 5 min

Review of Business Component for making Ethical Choices – 5 min

Questions/Open Discussion – 10 min

Closing – 5 min