



DILEMMAS

A big contractor invites the full management board of which I am a member to visit an interesting project in Spain. All expenses are taken care off. What should I do?

- 1. Advise against going. Other contractors will see it as peculiar if we accept the invitation.**
- 2. Leave the decision to the areamanager. He is the right person for assessing the functionality of this visit.**
- 3. Suggest to accept the invitation but pay all expenses ourselves.**
- 4. Provided that this visit answers a purpose, accept the invitation.**



In my capacity as surveyor I frequently work with the same contractor. Yesterday I casually told one of his employees that my roof is leaking. When I get home I find that my roof has been fixed by the contractor's firm, what should I do?

- 1. Do nothing at all as my wife left the workmen to do the job and the damage has already been done.**
- 2. Get in touch with the contractor and ask him to refrain from doing this from now on and send the bill to me.**
- 3. Inform my supervisor and leave it all up to him.**
- 4. Insist on paying the bill and suggest to stop doing business with this contractor.**



As a policy-making official I happen to know that the construction of a railway line is off. Counting on the extra activity brought by the planned railway line, my brother is on the verge of heavily investing in a nearby commercial property. This will make him bankrupt, what should I do?

1. Not say anything to my brother.
2. Tell my brother in confidence that the railway line is off.
3. Tell my brother in guarded terms that he should be cautious. He is quick on the uptake, he will know what I mean.
4. Insist on making the information about the railway line public earlier to prevent leaking.



Annually some business connections send me an expensive Christmas hamper. These are often sent to my private address, sometimes to the office. I see these gifts as appreciation of valuable business connections. Colleagues sometimes drop remarks about this. I often sense envy there. What should I do?

1. Suggest to choose a line of conduct towards promotional gifts.
- 2, Not do anything as everyone gets presents from time to time.
3. Put the presents that are sent to the office up for raffle amongst the members of the secretariat.
4. Send the presents back with a note that accepting them would put me in an awkward position.



