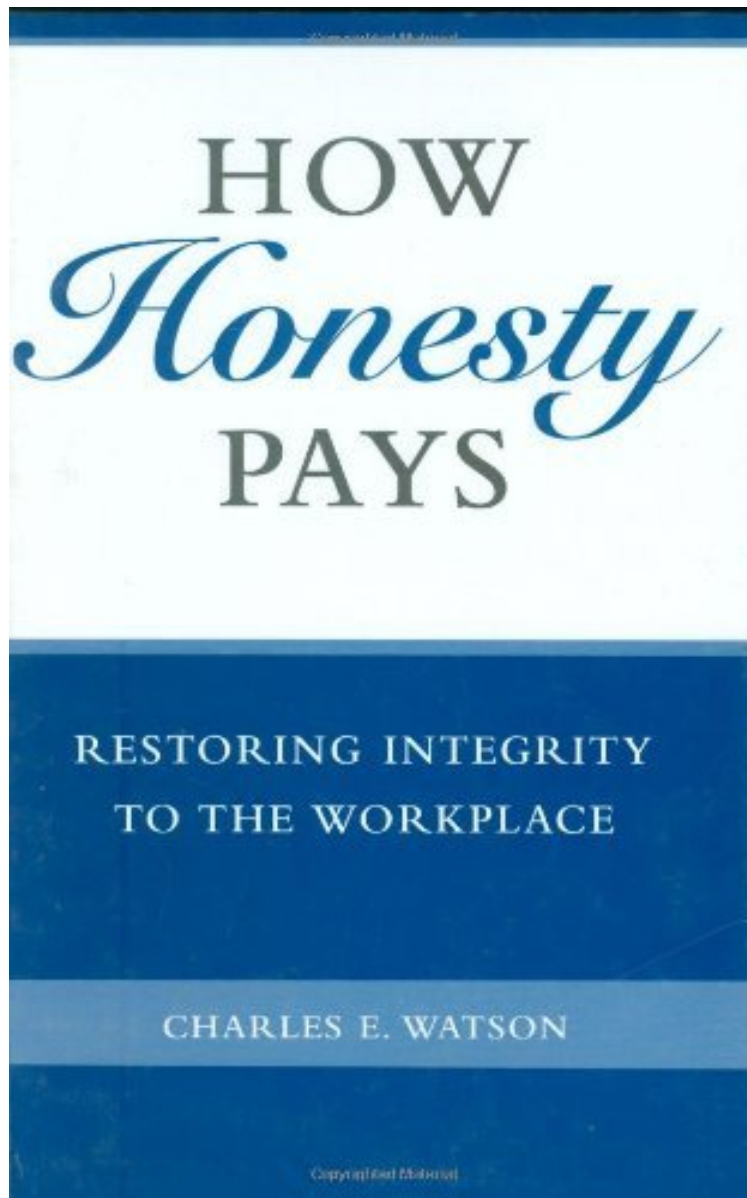


How Honesty Pays: Restoring Integrity to the Workplace

Charles E. Watson

*DOC / *audiobook / ebooks / Download PDF / ePub*



DOWNLOAD



READ ONLINE

#3310006 in eBooks 2005-10-30 2005-10-30 File Name: B003B66CPC | File size: 29.Mb

Charles E. Watson : How Honesty Pays: Restoring Integrity to the Workplace before purchasing it in order to gauge whether or not it would be worth my time, and all praised How Honesty Pays: Restoring Integrity to the Workplace:

Against the all-too-familiar backdrop of corporate scandal and greed, Charles Watson provides what he calls a

blueprint to help working men and women, from the tops of organizations to the bottoms, step forward and help restore and defend the integrity of business. Step by step, he outlines fifteen fundamental commandments of honest business?from put people first to be your own person?common-sensical approaches to making decisions, solving problems, and taking action in ways that deliver results without compromising on principles. Using dozens of compelling examples, from companies large and small, Watson demonstrates how honesty, integrity, and trust are at the root of such essential business concepts as creativity and innovation, risk taking, collaboration, attracting and retaining talented people, and anticipating and exceeding customer expectations. He also tackles such complex issues as how to prevent an ethical ego from becoming arrogant and how to stand your ground when faced with unethical competition, resistance from above or below, or the temptation to take the path of least resistance. Ultimately, he provides practical, not abstract or theoretical, recommendations for developing individuals and organizations that encourage authentic relationships, act in ways that society admires, and have the boldness to initiate action with conviction. Watson also tackles such complex issues as how to prevent an ethical ego from becoming arrogant and how to stand your ground when faced with unethical competition, resistance from above or below, or the temptation to take the path of least resistance. He reminds us that integrity is derived from the Latin *integritas*?oneness, a consistency of purpose, word, and deed. Applying this principle, he provides practical, not abstract or theoretical, recommendations for developing individuals and organizations that encourage authentic relationships, celebrate positive achievements, act in ways that society admires, and have the boldness to initiate action with conviction. Ultimately, Watson demonstrates that with courage and humility you can, indeed, do well by doing good?not only at work, but in all aspects of your life.

"Watson provides a unique perspective on business and professional ethics. For him there is no gray area; accountability, an inner self, and positive thinking constitute a philosophy of life that is intrinsic to personal and organizational success. What is right is the only acceptable leadership path. To that end, Watson utilizes a series of short vignettes of various companies (e.g., Caterpillar Tractor, UPS, and Toys R Us) to examine contemporary organizational leadership. Covering a range of topics, from avarice to employee welfare and product quality control, Watson illustrates his moral and ethical guidelines: choose the best things over good things, listen to your inner voice, cultivate the right dominating desires, guide your actions by civilization's highest standards, not by your immediate desires, and do things because they are praiseworthy not because they are popular. The author eloquently argues that today's leaders do not have to compromise their moral and ethical principles to achieve personal and professional success. Even those who disagree with Watson's philosophy will find his well-written and timely book interesting. Recommended. General readers, all levels of undergraduate students, and practitioners." - Choice

"Watson offers practical ideas that others have used to achieve greater levels of honesty and integrity, particularly in the workplace, but in other areas of their lives as well. Step-by-step, he discusses 15 key principles about honesty in business, demonstrating the powerful, positive impact honesty and integrity can have on the workplace. Numerous examples of exemplary leaders, such as Jim Casey of UPS, George Schaefer of Caterpillar Tractor, Charles Lazarus of Toys 'R' Us, and Gertrude Boyle of Columbia Sportswear, are incorporated throughout the text. Academic but accessible to the general reader." - Reference Research Book News

"How Honesty Pays is a great read for anyone interested in business. Charles Watson's writing on this important subject is both highly interesting and extremely valuable." (Richard T. Farmer, Chairman and Founder, Cintas Corporation)"This is a wise and wonderful book by a seasoned professor of management. Charles Watson measures success with an integrity yardstick. In this book, he explains 'how integrity pays' without bothering to say how much. Not that he doesn't care. He knows that managing with integrity produces honest, even handsome, monetary rewards. He also knows that his chapter titles (and the content they deliver) can put the reader on the road to genuine success in business." (William J. Byron, Research Professor, Sellinger School of Business and Management, Loyola College in Maryland)"We can only imagine how different corporate behavior would have been if this book had been available five or ten years ago, and its principles followed. Many of the scandals that have ruined the lives of so many executives and companies would have been avoided. We hope that the book will lead to more integrity in business in place of the greed-inspired 'the end justifies the means' behavior of the recent past." (William G. McGagh, Former Senior VP-Finance and CFO, NorthropGrumman Corporation)"In How Honesty Pays, Charles Watson illustrates a clear understanding, using simple stories, of how honesty and integrity pay off in business. It is certainly time for the story to be told, so young people entering the business world understand that over the long term 'greed' does not pay." (Dave Phillips, Co-Founder, Cincinnati Works, Inc., Retired Arthur Andersen Co Partner)"Mr. Watson deals with a subject of great importance in this day and age. His examples clearly show the value of pursuing these fundamentals, not only in the workplace, but also in everyday life." (Waldo Burnside, Retired COO, Carter Hawley Hale Corporation)"How Honesty Pays is much more than a business book. Charles Watson expresses a philosophy of life rooted in positive thinking, guided by an inner self and accountable for the best outcome by commitment to what is right. This book effectively deals not only with what makes for success, but maybe even more important, what makes for happiness." (Michael Armstrong, Retired Chairman, Comcast Corp.-ATT-Hughes)

About the Author Charles E. Watson is Professor of Management at Miami

University in Ohio. He is the author of six books, including *What Smart People Do When Dumb Things Happen at Work and Managing with Integrity* (Praeger, 1991).