Are Ethics *Real* Issues for C.C.A.s?

- People act on principles continuously
- Ethics related issues are frequently top news stories
Why A Code of Ethics?

- “How we work” is crucial
- It sets standards of behavior
- It aids in the promotion of C.C.A. program to customers & public
Categorizing Ethics

- Personal Ethics
- Social or Cultural Ethics
- Universal Ethics
- Business or Professional Ethics
Which are Most Ethical?

- Teachers
- Doctors
- Professors
- Police Officers
- Stock Brokers
- Journalists
- Lawyers
- Members of Congress
What is your Ethics I.Q.?

1. Evil isn’t all bad
   A. True
   B. False
2. After saying “I love you” to your spouse, they respond
   A. “I love you too”
   B. “Pick up your dirty socks and put them in the laundry”
   C. “Can I get that in writing”
3. If you discover that you mistakenly over charged your customer, you

A. Find out how to get the charge corrected, no matter what the consequence
B. Figure out how to get the charge corrected, without casting blame on yourself
C. Wonder if the customer will ever notice the mistake
D. Wonder if you need to split the excess profit with your partner
4. If someone tells you something in confidence, you assume:

A. You should not repeat the information to anyone
B. You should only repeat the information if it's in everyone's best interest to do so
C. You can repeat it as many times as you like, otherwise the person would not have told you
5. Following the CCA Code of Ethics is just “Doing the right thing”

A. True
B. False
6. After sitting through a couple of sessions at the WFAPM conference, your CEU card looks like:
6. After sitting through a couple of sessions at the WFCA conference, your CEU card looks like:

2003 Wisconsin Fertilizer, Aglime
& Pest Management Conference

1. Forms of phosphate in manure and impacts on runoff losses  ____
   (1.0 SW CEU)

2. Bean leaf beetle biology and management (1.0 CEU PM)  
   ✔️

3. Pluses and minus of narrow row corn (1.0 CEU CM) ______

4. Nitrogen availability from various manure components (1.0 CEU SF)  
   ✔️
6. After sitting through a couple of sessions at the WFCA conference, your CEU card looks like:

2003 Wisconsin Fertilizer, Aglime
& Pest Management Conference

1. Forms of phosphate in manure and impacts on runoff losses (1.0 SW CEU)

2. Bean leaf beetle biology and management (1.0 CEU PM)

3. Pluses and minus of narrow row corn (1.0 CEU CM)

4. Nitrogen availability from various manure components (1.0 CEU SF)

40 CEU
7. A C.C.A. may use public employment (i.e., university, government) to compete with other certified professions.

A. True
B. False
8. If you know another C.C.A. that is not abiding by the C.C.A. code of ethics, you should

A. Not say anything… everybody slips up sometimes
B. Document the matter, and use it for “leverage” when can
C. Bring it attention to the C.C.A. Board
Scoring

• 0-1 Incorrect – Great Job
• 2-3 Incorrect – Could use some brushing up! Reread the C.C.A. Code of Ethics
• 4-5 Incorrect – Recheck your C.E.U. card before you hand it in!
• 6+ Incorrect – Good & Bad news
Take Home Points

• Ethics are important, and are good business
• What you do, not only affects your reputation, but others as well
• It is up to all of the C.C.A. membership to promote our organization as one with high ethical standards