

Allawos & Company

Commentaries and Insights from Allawos & Company

“Integrity”

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Do you have Integrity??? The dictionary states the definition of “integrity” is “the practice of being honest and showing a consistent and uncompromising adherence to strong moral and ethical principles and values.” In ethics, **integrity** is regarded as the honesty and truthfulness or accuracy of one's actions.

What the definition leaves out is the basis for integrity with the underlining ethics. What do I mean by this? Every culture and or county has its own standard of ethics that integrity is derived from. So what might be an acceptable standard of integrity in another county might not be acceptable in the U.S. and it would be perfectly okay for that individual.

I travel the world for business and find that the failures of American business professionals all too often puts their country's business template on other cultures and either loses the business or never gets it at all and wonders why. The same can be said for other country's business professionals that come to the U.S.

There is also another danger that has been working through the business community and our communities at large for decades now and is the blurring the line of what is acceptable behavior and what isn't forgetting altogether protocol.

Business protocol is an extremely important aspect of the formation of relationships within a company and between companies and countries. Protocol can be defined as the proper procedure of conduct. There are many different protocols necessary between different countries and similar care should be taken at all times in business. A good resource for that novice business traveler or dealing with other ethnicities within the U.S. is a product call Culture Grams <https://proquest.libguides.com/culturegrams>. There is also another site that provides free culture materials <http://guide.culturecrossing.net/>.


We see it in our own businesses across the country as to individual company culture that gets influences from our business professionals traveling to other countries and bringing back with them ways of doing business that may not be acceptable to our norms forever changing our baseline of ethics and integrity.

Then there's the integrity matter that we are all more familiar with. The other day I was on a committee that was represented by several city officials dealing with a public matter that required a vote of public funds. To the surprise of many this individual voted contrary to previous stances and core principles. When confronted this person stated that they were pressured to change their vote for fear of losing a committee assignment. A prime example of the loss of integrity.

How does this relate to everyday business and your personal worth? Your customer base and your potential customer base demand your integrity and your company's integrity as a foundation of trust. Without trust your business will quickly erode and your person brand will be ruined.

We typically come into this world with a clean slate when it comes to reputation (except for those who grade you/us with the sins for your/our family name) and you must guard it with your life and not let anyone label or brand you with untruth(s). This comes full circle to integrity. No one can give it to you; you must earn it on your own. Once the lie has been told or an action unbecoming has been perpetrated it's next to impossible to un-ring that bell and can take a life time to undo the damage.

Be bold, act nobly and above all be honest in your dealings. This is the key to success and happiness with no regrets.

About Allawos & Company, LLC 

Allawos & Company is a comprehensive global management business-consulting firm, tuned to enable organizations to identify and exploit opportunities through creative engagement built on a foundation of decades of senior management experience.

We are a global management consulting firm specializing in business plans, business development, corporate development, contract negotiations, employee surveys, strategic planning and turnarounds.

We service the aerospace industry to healthcare, semiconductor to farming and most industries in between. Our comprehensive consulting services improve the client's condition and leaves behind the tools for growth.

Sincerely,

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