

Case Study Part 2 - “Profit”

2.10 Secret Benefits

A BAM (Business as Mission) business is characterised by the maintenance of a single set of complete, timely, and accurate records, ensuring the payment of all rightful taxes, and the provision of accurate financial statements to shareholders and other interested stakeholders, such as banks which lend us money.

One of the reasons we must refrain from engaging in corrupt practices, apart from the clear prohibitions outlined in the Bible, is that such actions hinder us from keeping an accurate set of books or financial records. We cannot offer bribes, whitewash them, and call them by a different term or description.

Exodus 23:8 “And you shall take no bribe, for a bribe blinds the clear-sighted and subverts the cause of those who are in the right.” (ESV)

Proverbs 17:23 “The wicked accepts a bribe in secret to pervert the ways of justice.” (ESV)

Proverbs 21:14 “A gift in secret averts anger, and a concealed bribe, strong wrath.” (ESV)

Ecclesiastes 7:7 “Surely oppression drives the wise into madness, and a bribe corrupts the heart.” (ESV)

Proverbs 10:2 “Treasures gained by wickedness do not profit, but righteousness delivers from death.” (ESV)

Galatians 6:7 “Do not be deceived: God is not mocked, for whatever one sows, that will he also reap.” (ESV)

Matthew 6:33 “But seek first the kingdom of God and his righteousness, and all these things will be added to you.” (ESV)

Matthew 5:16 “In the same way, let your light shine before others, so that they may see your good works and give glory to your Father who is in heaven.” (ESV)

Case Study

You have just concluded a major sales contract, with the revenue generated from this deal alone surpassing your company's entire annual budgeted revenue and profit. Shortly after the deal was signed, you received a call from the senior engineer of the buyer company. He asks for some benefits in exchange for approving the sale, mentioning that he needed the money to pay for a family medical emergency.

Discussion

1. What would you do? Would you give in, and no one else would find out? Or would you refuse and possibly encounter unwanted engineering obstacles that could hinder the completion of the contract and jeopardise future business opportunities?
2. What stance would you take? What biblical principles would guide your decision?

Resources for Business Owners in Singapore (and as a reference for those overseas)

"Bribery laws in Singapore are primarily governed by the Prevention of Corruption Act (PCA) 1960. "The PCA 1960 has extra-territorial powers to deal with corrupt acts committed by a Singapore citizen outside Singapore as though these were committed in Singapore".

"Corruption in Singapore is broadly defined as a bribe offered in return for a favour. The bribe can be in the form of monetary or non-monetary nature. This includes:

- Money, gifts, loans, fees, rewards, commissions or other property of any description
- Any office, employment or contract
- Any payments, release, discharge or liquidation of any loan, obligation or other liability
- Any other service, favour or advantage of any description
- Any offer, undertaking or promise of any gratification"

<https://www.cpib.gov.sg/about-corruption/legislation-and-enforcement/prevention-of-corruption-act/>