

# Exercises: Chapter 10

Have a go at creating a concept with these exercises:

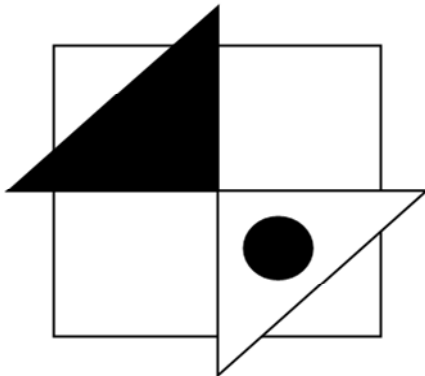
- 1 Figures
- 2 Bribery

## 1. Figures

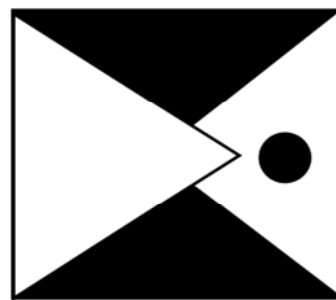
In the same way that you did with the 'gollets' in Chapter 10, examine in turn each of the figures below. As you do, you will see a concept emerge. As with the gollets, for want of a name, I have called these 'audleys'. Not all of the figures are audleys, so form your idea of the concept and then use it to distinguish between the audleys and non-audleys. Once you've done this, answer the following:

- 1 Which of the figures are audleys?
- 2 Analyse the concept of an audley and list its characteristics.

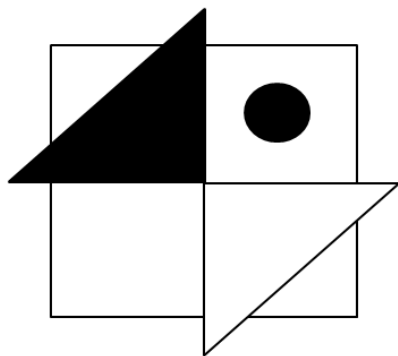
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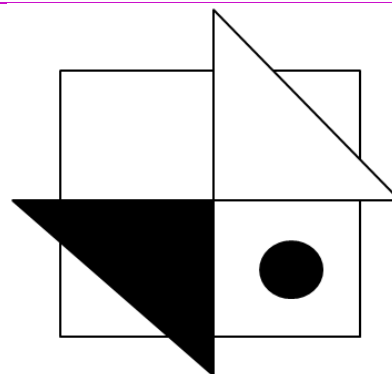
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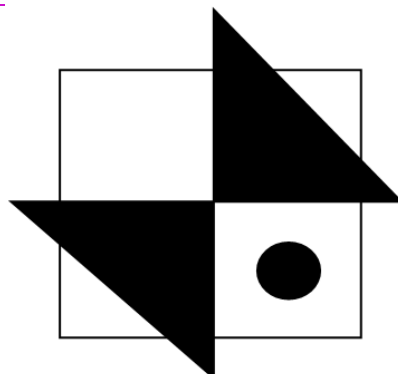
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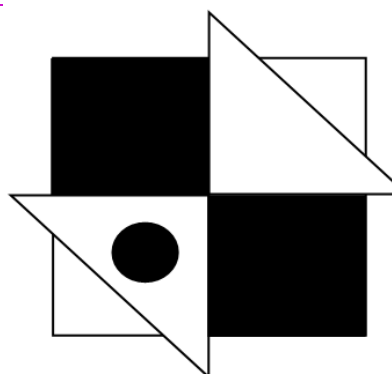
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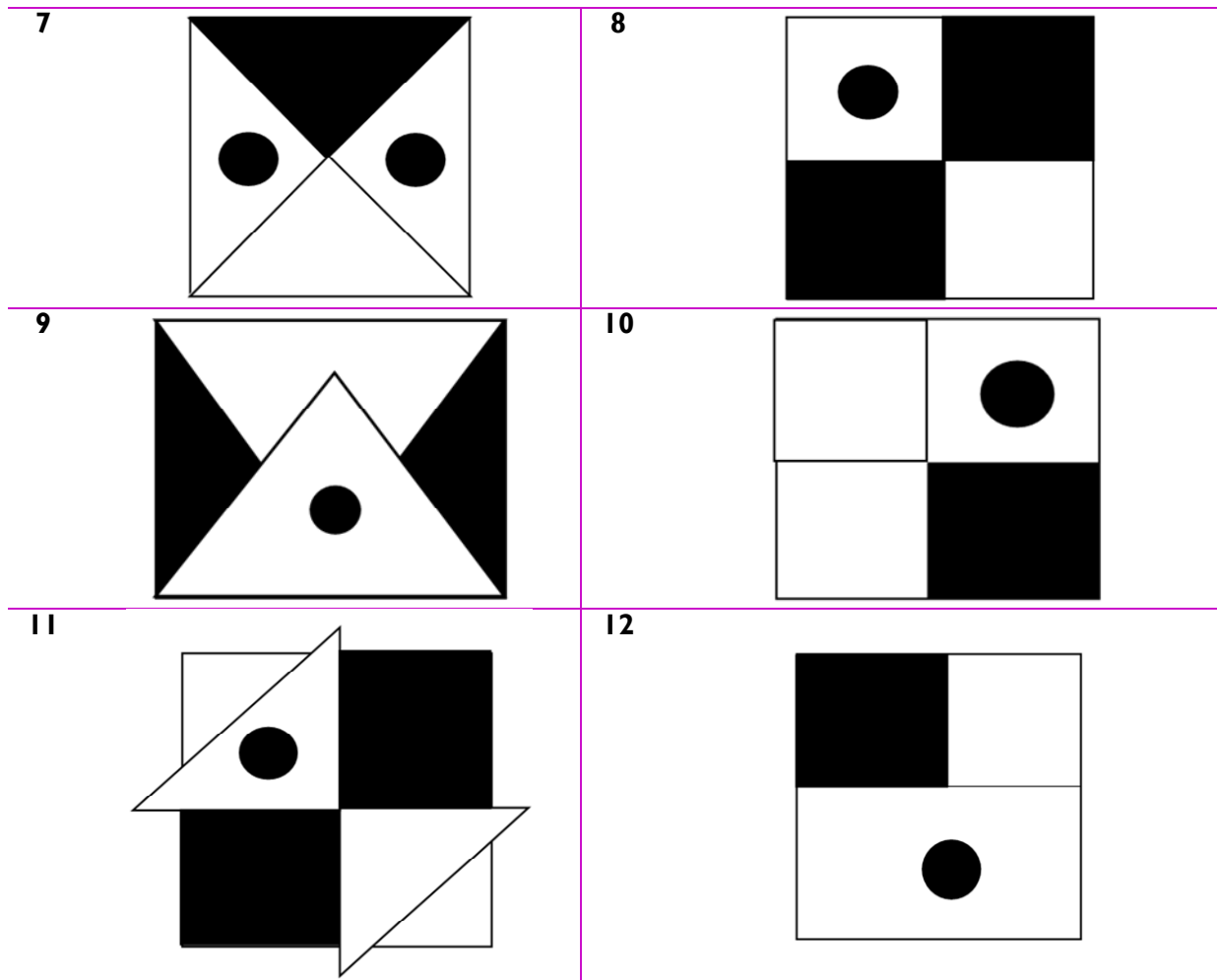


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Answer:

- 1 Figures 1, 3, 4, 5, 6, 11
- 2 Core characteristics:
  - 2.1 A complete square in the background
  - 2.2 On to this are imposed two triangles that meet at their points in the centre of the square, breaking the square up into quadrants.
  - 2.3 In one of the quadrants there is a circle shaded in black. This is either imposed on the triangle that, in turn, is imposed on the square or it is imposed directly on the square.
  - 2.4 At least one triangle or one square is shaded in black.

## 2. Bribery

It is often thought that the most dramatic and revolutionary changes in our understanding of the world have come about as a result of breakthroughs in what we know; that researchers have been able to gather new and better data, which has enabled them to see things more clearly. But in fact more often than not it comes about as a result of the quality of our thinking and the concepts we create.

### Example: Einstein

As I said in Chapter 11, the best illustration of this is Albert Einstein, who wrote four ground-breaking papers in 1905 that revolutionised modern physics and transformed the way we see the world. But he did no experiments of his own and discovered nothing new. Instead, he challenged established concepts, like absolute space and time, created new, revolutionary concepts, like relativity, and forged unexpected connections between ideas, like mass and energy, producing insights that were to transform our thinking.

In many of these cases, faced with problems that defy solution, the answers have only finally come as a result of being able to think outside accepted concepts and methods. Once we've revealed the structure of our concepts and the way our understanding is organised, we can then manipulate it or form new structures that show us how we can solve our most intractable problems.

### Exercise: Bribery

Take the concept of bribery. What is a bribe and how does it differ from similar things, like gifts, the tips we leave for those who wait on our table in a restaurant, the commissions that employees might earn, and the incentive packages negotiated with workers to increase their productivity?

Our aim is to uncover the structure of ideas that we all have in mind each time we use the concept. We all share common ideas each time we use the concept, otherwise we would be talking about different things and our communication would fail. Of course, as we all know, this often does happen: people have an argument that may go on for some time until they realise that they have both been talking about different things. Therefore, the first thing to do to resolve these sorts of arguments is to talk about the concept: to analyse it.

### Examples

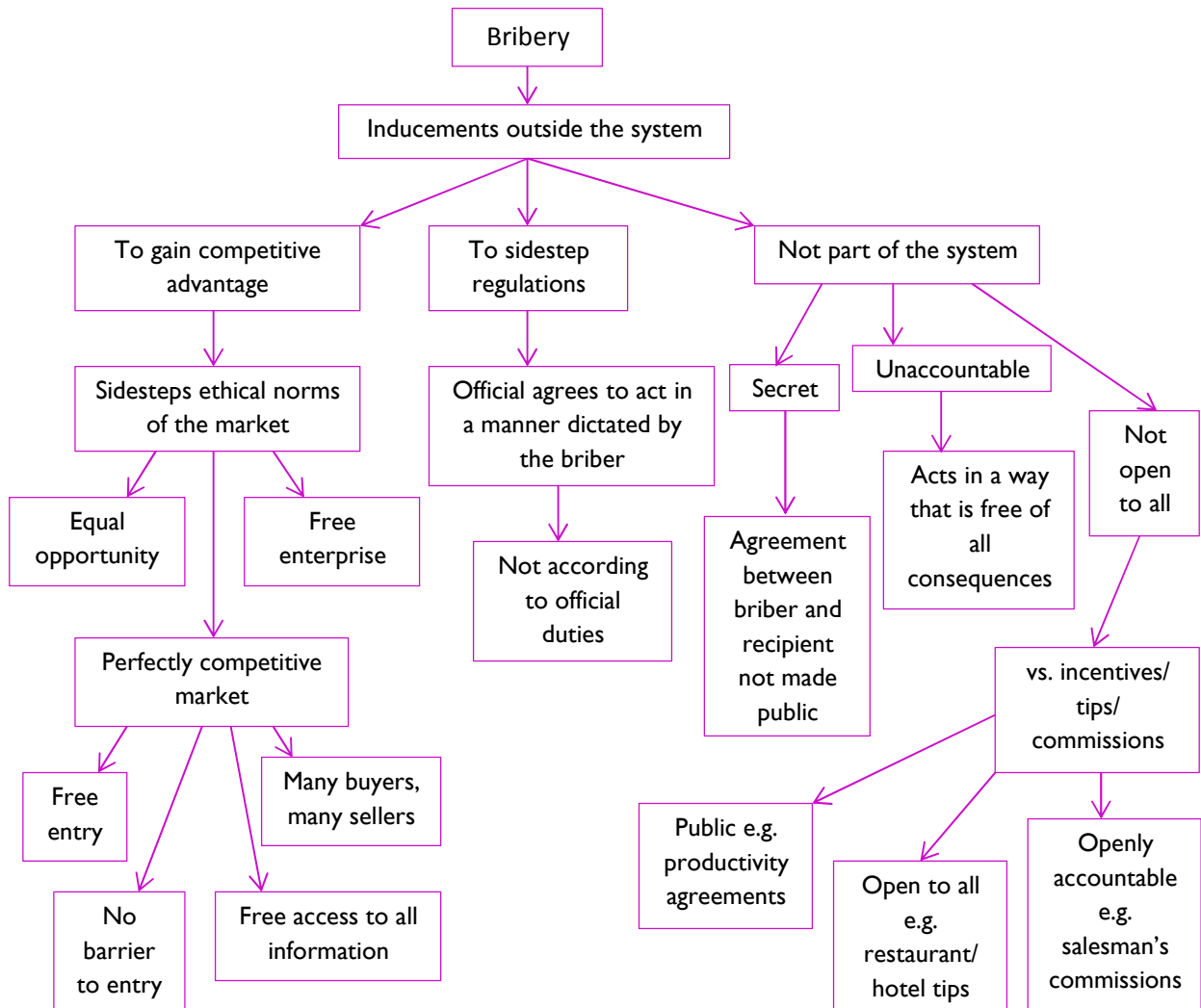
First, think up examples of the different ways in which we use the word. Try to make them as different as possible. In this way you'll be able to strip away their differences to reveal more clearly their common characteristics. Then, analysing each one, abstract the common characteristics, which make up the concept in the same way you did to create the concepts of gollet and audley.

### Examples: Bribery

- 1 A learner driver pays a driving examiner to make sure he passes his test.
- 2 A business person pays an official to fast track her application for a permit.
- 3 A job applicant pays an employee of a company to short list his application for a job.
- 4 An organised betting ring pays a football player to throw a match.
- 5 A shopkeeper gives a police officer a gift to ensure he regularly checks his shop when it is closed.
- 6 A student pays an employee of a computer shop to let her have a laptop cheap.
- 7 An importer pays a customs officer to release his goods without paying duty on them.

Answer:

Although perhaps not identical, your concept of authority will no doubt contain many of the same characteristics as mine.



Your analysis of the concept might have revealed that there is a distinction between bribes on the one hand and gifts, commissions, tips and incentives, on the other. You might now conclude that the latter are part of the system: they are public, openly accountable and known to all who do business. They are incentives for working harder and more efficiently; for providing a better service. In contrast, bribes are private and secretive. They sidestep the ethical norms of the market, which attempt to ensure equal opportunity, free enterprise and perfectly competitive markets. In effect, they amount to an attempt to gain some advantage over your competitors which you don't deserve.

### Testing the concept

Now test the concept by discussing whether the following cases amount to bribery. If they do, you may find they are already accounted for in your concept or you may have to amend your concept. If they don't amount to bribery, explain why not. If they are not cases, what are they?

- 1 A restaurant owner in a big city pays 'insurance' to a gang to ensure that no damage is done to the restaurant.
- 2 A businessman, who works in a country with strict regulations controlling the issue of foreign currency, pays an official to allow him to take out of the country more of his own money in foreign currency than he is entitled to.
- 3 Workers in a factory are awarded a productivity bonus.
- 4 A removals company earns an additional payment, if they deliver delicate goods intact.
- 5 A company makes secret payments to officials to have their offer for a contract heard and compared with others competing for the same contract.
- 6 A waitress earns an additional payment for providing a good service.
- 7 An importer pays a customs official so he can avoid deliberate bureaucratic obstacles that would have held up for months essential equipment that he has ordered.
- 8 A salesman starts earning additional payments once he has hit a certain sales target.
- 9 A pharmaceutical company gives a doctor and his wife an all-expenses holiday at a resort, where the company is hosting a conference.
- 10 A company pays an official who can guarantee that the company gets the contract for which they have made a bid.