An Empirical Examination of Moral Beliefs of the Nigerian Insurance Managers and the Moderating Effects of Corporate Ethical Values and some Demographic Factors

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Insurance like most financial services is a complex system of interfaces and exchanges, requiring prospects to rely heavily on the technical information supplied by sales persons to make crucial decisions of long term consequences. Even at this, insurance companies are sometimes compelled by court's interpretation of certain clauses, terms and condition and rulings to fulfil promises made at the inception of policies. The vulnerability of insurance sales persons and practitioners to ethical abuse has grievous implications for insurance industry worldwide and there's a need to examine the ethical values of its managers. This study explores the effects of perceived corporate ethical climate on the moral beliefs of managers in the industry, as well as managerial differences in these two measures on certain demographic variables. The results obtained are presented and discussed with managerial implications.