



 ROTARY CLUB OF GREENSBURG, PA.

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The Story of the 4-Way Test



The Four Way Test, developed by Rotarian and entrepreneur Herbert J. Taylor (1893-1978) in 1932 as a set of guidelines for restoring a faltering business, was later adopted as the standard of ethics by Rotary International in 1943. After distinguished service in international relief after World War I, Taylor, who served as president of the Rotary Club of Chicago (1939-1940); and Rotary International (1954-1955), went to work for the Jewel Tea Company in 1925 where he began a swift rise up the corporate ladder in Chicago where he joined the Rotary Club of Chicago. In 1932 he was recruited to revive the near bankrupt Club Aluminum Company of Chicago.

“To win our way out of this situation, Taylor reasoned that his employees and managers had to be morally and ethically strong, feeling “that if we could get out our employees to think right, they would do right. We needed some sort of ethical yardstick that everybody in the company could memorize and apply to what we thought, said, and did in our relations to others.”



Over the course of a few months, Taylor worked at developing a simple and straightforward code of ethics for his employees as they struggled to save their company. An early draft of a code was more than 100 words long – much long for practical application. One hundred words soon became a 9-Way Test before becoming the Four Way Test known today. Within five years, the Club Aluminum Company had pulled itself out of bankruptcy.

Today, the 4-Way Test has been translated into more than a hundred languages and published in thousands of ways.



The Four-Way Test

arranged by Rtn. Stefan Sojka

gustoso



The 4 way test of-the things we thi-ink say or do..... Is it the



truth? Is it fair to all con-cerned? Will it build good will & bet-ter



friend-ships? Will it be be - ne - fi - cial to all con - cerned?!!!