



Course 1, Session 4 Student Notes: Integrity

Honest Scales and the Long Game

Big Idea: Your reputation is your most valuable, least protected asset. God watches the scales.

How to use these notes. These are yours to study on your own, before or after the session. Read each section slowly. Under every principle there is a **Notes** space to write what stands out to you, and a **Reflect** question to answer honestly in writing. Keep your Bible nearby. Take about 30 minutes, and end in prayer. Bring your notes and questions to the group.

Open in Prayer

Before you begin, pray this simple prayer, or your own: "Father, You see what customers cannot see and what I hide even from myself. As I study, show me the scales in my hands and give me the courage to make them honest. Amen."

The Scripture for This Session

Read these slowly, out loud if you can:

- **Proverbs 11:1**, "A false balance is abomination to the Lord: but a just weight is his delight."
- **Proverbs 16:11**, "A just weight and balance are the Lord's: all the weights of the bag are his work."
- **Luke 16:10**, "He that is faithful in that which is least is faithful also in much."
- **Genesis 39 to 41** (the life of Joseph, which we study below).

Reflect: Is there a part of your business that looks fair on the surface but is quietly tipped in your favor where no one would catch it? Be honest, this is between you and God.

The Big Picture

Picture the ancient marketplace. A merchant carried a pouch of stones used to weigh out grain, gold, or spices on a balance. A dishonest trader carried two sets of stones, a heavier set for buying so he received more, and a lighter set for selling so he gave less. To the customer the scale looked fair. The fraud was invisible, hidden in the merchant's pocket. So ask yourself quietly: what is in your pocket? What is the part of your business

nobody sees, the claim you stretch, the fee you bury, the corner you cut, that makes the scale tip your way when no one is looking?

Last session we learned we own nothing and manage everything, and that the one posture God condemned was burying a talent out of fear. A faithful manager handles the Owner's assets with honesty even when the Owner seems far away. That is what integrity is. Over this session we will look at four truths about honest scales, and then trace the life of a man whose integrity in hidden places qualified him to steward a nation.

Principle 1: God Watches the Scales. Accuracy Is Worship.

Begin with one short verse that should hang over every register, every invoice, and every sales page you build. Proverbs 11:1. "A false balance is abomination to the Lord: but a just weight is his delight." Read it twice. Notice how strong the language is. God does not say a dishonest scale is unwise or unprofessional, though it is both. He calls it an abomination, the same word Scripture uses for the things God most detests. And He does not merely tolerate honesty, He delights in it.

So a correct weight, an accurate invoice, a true claim, is not merely you avoiding trouble. It is something that brings God pleasure. Your accuracy is an act of worship. That reframes the small, boring, technical honesty of your business. Getting the number right when no one would check is not just good practice. It is a quiet offering to a God who is watching and who is genuinely delighted when the scale is true.

Reflect: What would change in how you handle the small, unchecked details of your business if you believed each accurate one actually delighted God?

Notes:

Principle 2: Every Scale You Carry. Pricing, Marketing, Contracts, Taxes.

We tend to shrink integrity down to "do not steal" and then congratulate ourselves. But the honest scale is far wider than the grocer's grain. It is your pricing, are people paying for what they are actually getting? It is your marketing, does your claim match your product, or did you promise a transformation you cannot deliver? It is your contracts, are the terms clear, or did you hide something in the fine print you hope they will not read? It is your taxes, are you reporting what is true?

Every one of those is a scale. Every one of them can be tipped a little in your favor in a way the customer will never catch. Leviticus 19:35 to 36 makes clear God cares about honest weights and measures in every kind of dealing. The point is not to make you paranoid. The point is to widen your eyes. Integrity is not one gate at the front of your business. It is present in every transaction, every claim, and every line of every agreement, and God is watching all of them, not just the obvious ones.

Reflect: Of the four scales, pricing, marketing, contracts, and taxes, which one is most tempting to tip in your line of work, and where do you feel that pressure most?

Notes:

Principle 3: Integrity Compounds, and So Does Its Absence.

Here is a principle that should reframe how you think about your reputation. A single honest act often looks like it costs you. You lose the sale, you refund the money, you tell the truth that makes you look smaller. But honesty deposited consistently over years compounds into something almost no marketing budget can buy: trust. And trust is the real currency of business. People buy from, refer to, and stay loyal to those they trust.

Meanwhile dishonesty compounds too, quietly, in the other direction. The cut corner becomes a habit, the small lie requires a bigger one to cover it, and one day the hidden stones spill out of the pocket in front of everyone. The long game always wins eventually. The only question is which way your compounding runs. Every honest choice is a deposit into a trust account that will one day be worth more than any single sale you ever protected by shading the truth.

Reflect: Which direction is your compounding running right now, toward trust or away from it? What is one honest deposit you could make this week?

Notes:

Principle 4: Integrity Is Built in the Basement, Long Before the Spotlight.

Hear the most important truth of this session, because it changes how you live on the ordinary Tuesday when nobody is watching. Integrity is built in the small and the hidden long before it is ever tested in the large and the public. Luke 16:10, "He that is faithful in that which is least is faithful also in much."

You do not suddenly become a person of integrity the day a big temptation arrives. You become that person, or you fail to, in a thousand tiny invisible choices nobody ever sees. The way you handle the twenty dollar discrepancy is the way you will handle the twenty thousand dollar one. God is not waiting to see what you do under the spotlight. He is watching what you do in the basement, because the basement is where character is actually poured. So do not despise the hidden test. That small moment where you could shave the truth and no one would know is not an annoyance in your day. It is the training ground. It is God building the executive in you before He ever hands you the company.

Reflect: Where does your integrity quietly change depending on whether anyone is watching? Name the specific private moment where your scale tends to drift.

Notes:

The Story: The Life of Joseph (Genesis 39 to 41)

God devotes one of the longest biographies in Genesis to a man whose defining trait was integrity under pressure, in private, for years, with no audience and no reward in sight. Read the key portions and watch it unfold.

First, integrity in the house of Potiphar. Joseph was sold into slavery by his own brothers and bought by an Egyptian official. He had every reason to be bitter and cut corners, yet “the Lord was with Joseph, and he was a prosperous man” (39:2), and Potiphar put him in charge of his entire household. What made him promotable was not charisma but trustworthiness. Second, integrity when sin was profitable and private. Potiphar’s wife pressured him day after day, the ultimate hidden test, and his reason is the line to underline: “How then can I do this great wickedness, and sin against God?” (39:9). He did not say “I might get caught.” He said the scale he was protecting belonged to God.

Third, integrity that costs you and looks like it failed. She lied, accused him, and he was thrown into prison. He did the right thing and it cost him years of his life. Yet even in prison “the Lord was with Joseph” and made what he did prosper. He kept the same honest character in the dungeon that he had in the mansion. Integrity is not a strategy you switch on when it pays. It is who you are when it does not. Fourth, integrity rewarded with enormous stewardship. Eventually Joseph interprets Pharaoh’s dreams, designs a multi-year famine strategy that saves nations, and is set over all of Egypt. Trace it backward: the man trusted with a nation was trusted because he had been faithful in a household, a prison, and a private room where sin was easy and invisible. God built the executive in the basement.

Reflect: Joseph's reason for resisting was "sin against God," not "I might get caught." Whose audience are you actually performing for in the parts of your business no customer ever sees?

Notes:

Put It Into Practice

1. Run your integrity audit. Walk your four scales one at a time, pricing, marketing claims, contracts and terms, and taxes and reporting. For each, mark it honest, slightly off, or clearly off, with a specific note. Ask: “Where is my scale tipped in my favor in a way the customer would not catch?” Then circle the single scale that is most off, the one that keeps tapping on your conscience.

2. This week's assignment. Take the one scale you identified as most off and make it right this week, even if it costs you a sale, a fee, or a little pride. Do the concrete action, not a plan to do it later. Rewrite the claim, disclose the fee, refund the customer, report the income. Then write one sentence about what it cost and what you felt afterward.

The one scale I will make right, and the exact fix:

What it cost me, and how it felt to do it anyway:

Go Deeper (Optional)

- **Read:** *Business by the Book* by Larry Burkett, and *God Is My CEO* by Larry Julian.
 - **Listen:** *TGIF, Today God Is First* by Os Hillman.
 - **Study:** Proverbs 11:1; Proverbs 16:11; Leviticus 19:35 to 36; Luke 16:10; Genesis 39 to 41.
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Close in Prayer

"Father, You watch the scales I carry and the stones in my pocket that no one else will ever see. Forgive me for the places I have tipped the balance in my favor and called it just business. Give me Joseph's courage to do the right thing even when it costs me and the payoff is nowhere in sight, and the patience to trust that what You build in the dark You reward in the light. Make my scales honest and my name trustworthy, for Your glory. In Jesus' name, Amen."

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