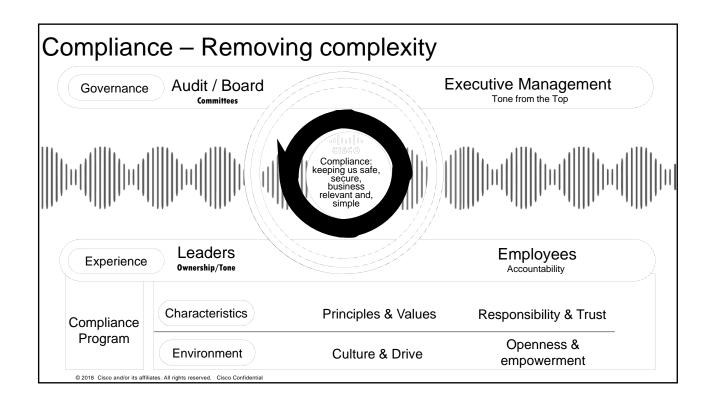


Agenda

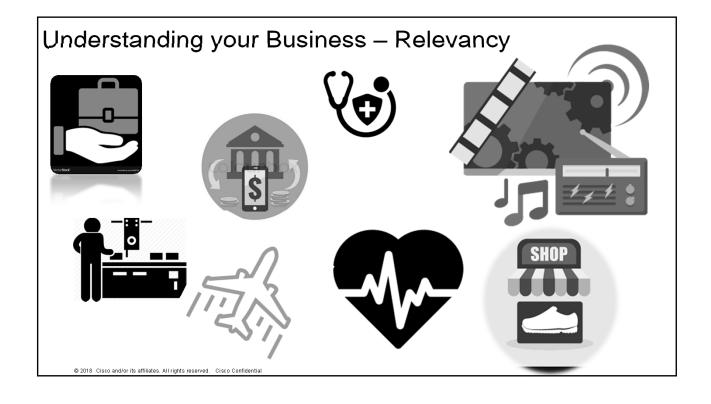
- How to understand your company culture, critical focus areas and, what is important for your business
- How to identify and garner support from internal partners
- How to make your compliance program relevant to get employees on board

Complexity - Understanding & Positioning Environment Characteristics Experience What: Constrained, Rules, Culture: Command & Control, Monitored, controlled, 'by the hierarchical, regulated closed, structured, top heavy, book', industry regulated non inclusive, uninterested, or, disruptive, combative, empowered, flexible Risk Tolerance, company Or requirements, industry Values based, open culture, standards, your market place, empowerment, trust, principles stakeholders Address Your Unknown



Who are you?

Understanding your company, your scope & your culture critical focus areas



Adding Value

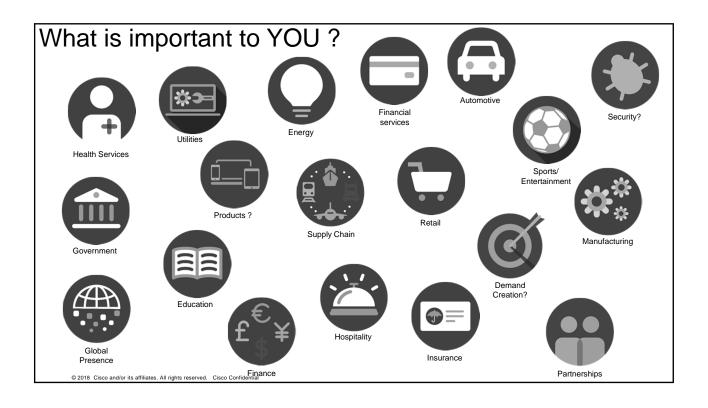
How to identify and garner support from internal partners

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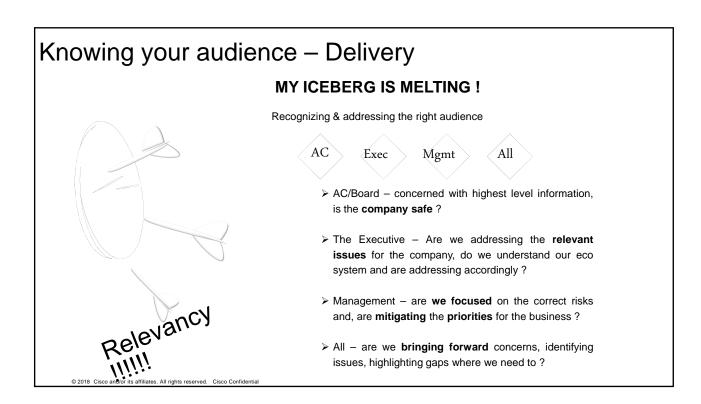
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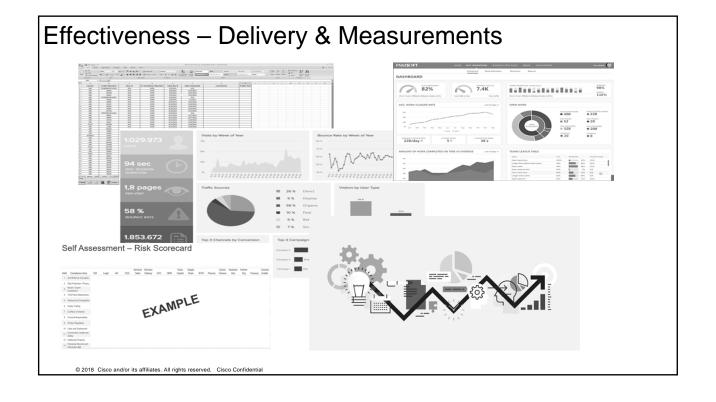
Program Outline; be definitive – An Example Cisco Compliance Program

Objective / Strategy What are we trying to solve for Understanding our business • Compliance & Ethics program that meets regulatory & financial requirements • Reflect Cisco values and, culture · Risk based, business focused with ownership • No over pivoting - respect the business & client Relationship with the audience Stakeholders Four tier interlock • Steering Committee, Audit Committee & Executive for high level information, directionality & escalation · Senior Management, General population . Country & Functional focus Methodology How do we do this? Framework, tools • Regular cadence meetings (virtual/F2F), up and down feedback & discussion •Tools – web based: VoD, Webex/Telepresence, email, social media, automated tools, Compliance ambassadors, Country Teams, 'friend' of compliance & ethics • Ownership as part of DNA. Drive down into the organization. **Effectiveness** Measurements of Success Data and information used in analysis, business • Dashboards, Matrices, directionality, regular reporting, automated tools & measurement intelligence and, as a framework for solutions • Support for the business & inter-dependent relationships • Respecting our focus - Reputational, Financial and Criminal



Relevancy & Delivery How to make your compliance program relevant to get employees on board





Food for Thought

Addressing your audience

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Key Points for Consideration

- Know your Business, Know your Audience
- Relevancy
- Buy in, make it **interesting** our world is 'challenging'
- Did I mention 'Relevancy'?
- Stakeholder Relationships are important
- Keep it Simple and REMOVE complexity Don't 'boil the Oce
- We CAN have tolerance as well
- Tailor messaging to the right audience It's not a mystery
- RELEVACNY

BIG Learning



Communicate