

## **ADVANCED DISCUSSION GROUP**

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### **Building the Bridge to Better Partnering – What Works!**



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## **This Session Uses Polling**

### **To participate in polling**

Download “SCCE Mobile” in your app store. Then under the agenda find this session, scroll to the bottom and click “Poll Questions”. Or go to [PolLEV.com/scce18](http://PolLEV.com/scce18) to answer the active poll.

## It Takes A Village...of Stakeholders

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- Your program's success depends on critical business partners - learn strategies to successfully engage them
- How to go from no, to maybe, to yes
- Breaking down the resistance (and resisters), one step at a time

## Advanced Discussion Group

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### Purpose:

- To share ideas and strategies from varied global compliance professionals for an exchange of best practices
- Engage in a Q&A format to increase communication among the group participants
- Learn from each other's experience and knowledge

## Who Are You?

Chief Compliance Officer  
Compliance Officer/Director  
Compliance Manager  
Compliance Professional  
(Internal Auditor/Investigator)  
Government  
Attorney  
Consultant  
Other

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## How Long Have You Been in Ethics & Compliance?

0 - 2 years  
2 - 5 years  
5 - 10  
years  
Over 10  
years  
Seasoned

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## Who Do You Report To?

- Board/Committee
- CEO/President
- Chief Compliance Officer
- Legal
- Risk/Audit/Investigation
- Other

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## What is the Biggest Compliance Risk That Your Organization Faces?

- Privacy/GDPR/Cybersecurity
- 3rd Party Agent/Vendor Risks
- Fraud & Corruption
- Conflicts of Interest
- Human Rights
- Rogue Employees
- Other Regulatory Compliance
- All of the Above

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## Who Do You Consider Your Biggest Stakeholder Group?

- Internal Audit/Finance
- Public Relations/Communications
- Government Affairs
- Sales/Marketing
- Human Resources/Training
- Legal/Regulatory
- IT/Security
- Other

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## How Frequently Do You Engage Your Stakeholders?

- Daily/Weekly
- Monthly/Quarterly
- Annually
- Never
- Ad-hoc/On Demand

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## What is the Most Common Method of Engagement with Your Stakeholders?

Email

Phone

Webex/Meetings

Strategy Sessions

Offline  
Communication

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## How Do You Convince/Explain the Importance of Ethics and Compliance to Your Stakeholders?

Explain the value proposition (reduced fines, higher employee retention rates, greater returns)

Find commonalities of stakeholder's program to ours

Focus on overall company objectives and how E&C can drive that strategy

Use fear of damage to reputation, credibility, etc.

All of the Above

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Thank You!

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