

**ADVANCED DISCUSSION GROUP**

**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 [PolleEV.com/scce18](http://PolleEV.com/scce18) to answer the active poll.

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**It Takes A Village...of Stakeholders**

- 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 resistors), one step at a time

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### Advanced Discussion Group

**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

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### 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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