

Building Effective Relationships with the Business



What are the Challenges Inherent to Building Effective Relationships with the Business?



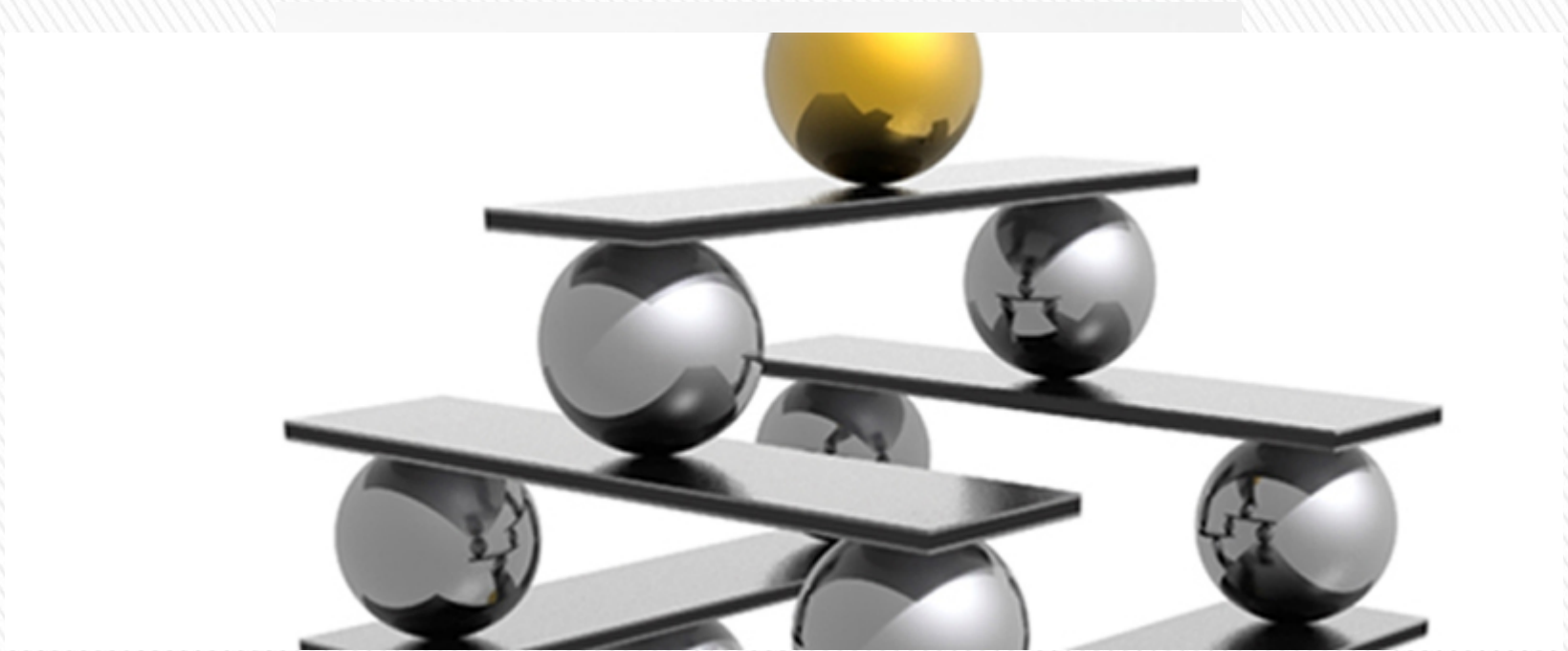


How Can a Successful Compliance Leader Overcome Those Challenges?





A Careful Balancing Act



A Careful Balancing Act

Knowing the Business

Build Effective Relationships

Protect Independence

Advisor Role
(Be relevant)

Objective Advice

Be Available

Treat all partners equally

Understand market

“Owner of Solution”

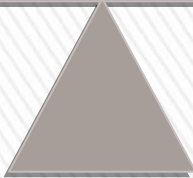
Understand business objectives

Understand your Partner

Maintain Credibility

Advocate Integrity
ensure company's values and ethics

Playing your role **credibly** is critical for success



Enable Ethical Business Decision Making

Business Needs to:

- Own & approve the decision
- Understand the why of a decision
- Be aware of the risks / What it would take to manage the risks
- Understand the benefits of making a good holistic decision

Ethical Decision Making Support Model

- Clarify the dilemma: what are we deciding?
 - Generate options: what's possible?
 - Evaluate alternatives: what is preferred?
 - Select a course: what are we going to do?
 - Apply the learning: what did we learn?
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