

Building Effective Relationships with the Business



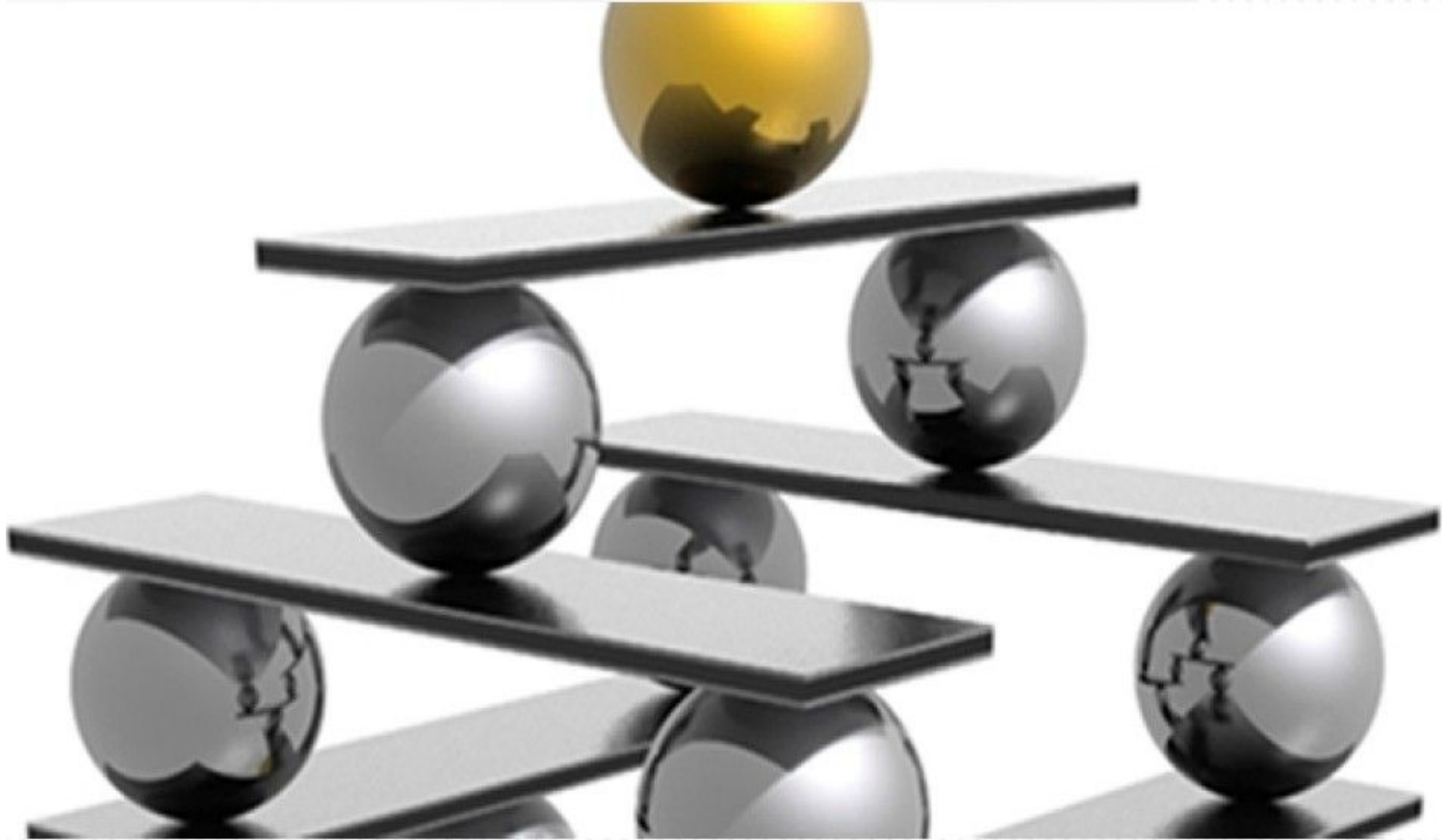
What are the Challenges Inherent to Building Effective Relationships with the Business?



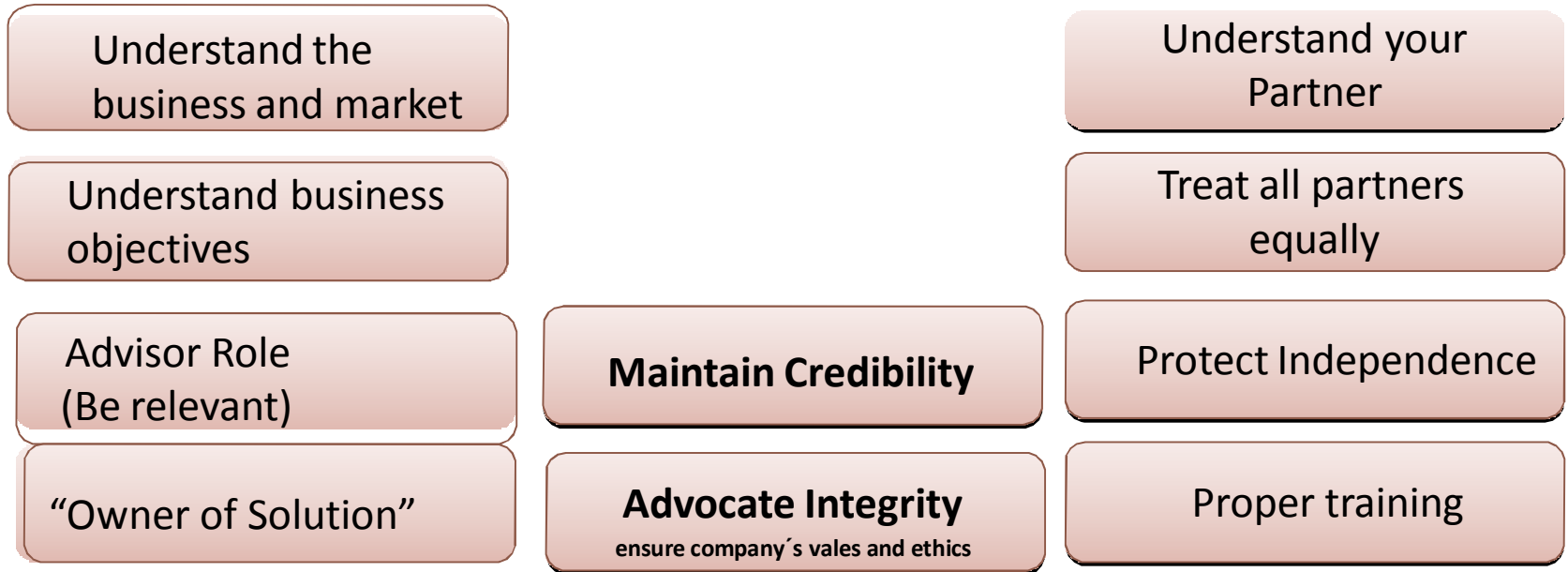
How Can a Successful Compliance Leader Overcome those Challenges?



A Careful Balancing Act



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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's preferred?
- Select a course: what are we going to do?
- Apply the learning: what did we learn?