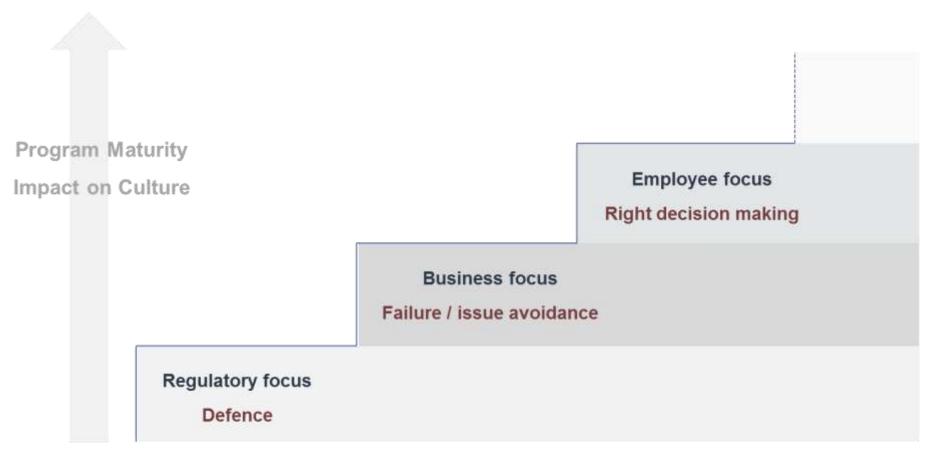
KEEPING COMPLIANCE SIMPLE AND SUSTAINABLE

Marc Leu, formerly Philip Morris International

Carlos Desmet, Visiting Lecturer - UCL

CONTEXT: PROGRAM EVOLUTION



Copyright More than just Compliance









THE EMPLOYEE PERSPECTIVE



Employees as your customers – lessons learned

⇒ Research your market

- Listen (surveys, Compliance Cafés, focus groups)
- Differentiate (role, location, seniority)
- Analyse (issues and root causes)

⇒ Be more appealing

- Focus less on 'being here to prevent you from doing the wrong thing'
- Rather: 'here to help you making informed and better choices / decisions'
- Be engaging not patronizing

⇒ Be relevant

- Be specific to your audience and its activities
- Integrate with other business training
- Be participative and make sure to address the WHY
- Involve supervisors









THE EMPLOYEE PERSPECTIVE

Ethics and Compliance

- Values vs. rules-based
- Related to organizational culture

Make it personal

- Individual copy of Code
- Language translation of materials
- Provide dos and don'ts related to work
- 'Ethical moment' in team meeting
- Personal stories of difficult decisions from supervisors

Listening to employees

- Focus groups
- Ethics questions embedded in employee survey (e.g. trust in leadership, observed behaviours, perceptions of compliance programme)
- Test new features and then adapt programme

Who are your employees: Simple means relevant not stupid













POLICIES AND INTERNAL CONTROLS



Existing processes

Regularly review and challenge with:

- ⇒ *Is the WHY clearly explained?*
- ⇒ Could the policy be more helpful for employees?
- ⇒ Are there frequent 'technical violations' and why (root causes)?
- ⇒ Are the requirements and controls still realistic and effective?
- ⇒ What do employee and management think about it?

New or modified processes

- ⇒ Get input from employees involved in the process
- ⇒ Test and collect feedback from different parts of the organization









POLICIES AND INTERNAL CONTROLS



Embed in existing processes: company risk management and controls framework

Enhance current processes to capture E&C controls

- Internal audit protocols
- Communication
- Data mining
- Expenses claims and hospitality register checks
- Investment decisions
- M&A and joint ventures

Avoid adding new processes









COMPLIANCE IN INCENTIVE SYSTEMS

- Opportunities to make it visible so it can be measured
 - Integration into business
 - Messages cascaded from the top
 - Employee perception
 - Case/Issue management
 - Dilemmas resolution
- Tools or data Compliance can provide
 - Insight and expertise
 - Framework and facilitation
 - Communication content and support
 - Issue resolution
 - Survey analysis
- Processes it can be part of
 - Hiring
 - Annual performance evaluation
 - Incentive compensation
 - Talent management







COMPLIANCE IN INCENTIVE SYSTEMS



Partnering with Human Resources

Should ethical behaviour be rewarded or recognized?

Check for potential risk areas:

- Local scorecards schemes
- Bonus systems
- Fast track projects
- Strategic agendas
- Over ambitious growth targets

...can these all be manipulated?

Select relevant element of CSR for global scorecard

Tips: scalable, balanced

Demonstrate zero tolerance for certain behaviours and report on it









THANK YOU

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