



Workshops for the Auditing Profession

3, 4, and 8-Hour Sessions on Business Ethics,
Fraud and Critical Thinking Skills
Presented to over 20 IIA Chapters



The objective of this interactive program is to give the auditing practitioner a better understanding of why good people do bad things. We'll discuss what goes on in someone's mind which allows them to think they can go undetected while committing a fraudulent act.

International Speaker, Trainer and Consultant **Patrick Kuhse** will share insights gained from his own experiences along with the myriad of interviews he conducted with fellow inmates convicted of fraud. He found was a common set of critical thinking errors and patterns that each of us are susceptible to on a regular basis.

The four and eight hour ethics workshops includes a discussion on the consequences of unethical and illegal behavior. He will conclude with a proven ethical decision-making tool that guarantees people will do the right thing.

Who Should Attend?

Anyone working in the auditing or accounting sector, including management.

Why You Should Attend?

The primary objective is to give participants a deeper understanding of ethical dilemmas and fraud in the workplace and why good people make bad decisions. We'll learn to recognize ethical dilemmas, process the options, and develop a clearly defined decision path toward doing the right things.

What We'll cover?

You'll learn what fraud perpetrators know that you don't, why and how they do it, and why they don't think they'll get caught. All things you need to know to become a more effective auditor. The program emphasizes "real world" ethical dilemmas and examples from Martha Stewart to Enron.

Patrick J. Kuhse

International Speaker, Trainer & Consultant on Business Ethics

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Workshop Topics:

- Business Ethics Defined - What Exactly is White-Collar Crime?
- Why Be Ethical? Why Bother? Who Cares?
- Is Business Ethics Just a Fad?
- A Timeline of the History of Ethics in Corporate America
- Fraud Defined
- Fraudbusters
- Fraud Statistics
- Is Fraud on the Increase?
- Are we More or Less Ethical than 30 Years Ago? 75 Years Ago?
- How are Frauds Detected?
- How Fraud Happens
- Who Cheats Us?
- Corruption & Collusion Defined
- Bribes & Kickbacks
- Are Conspirators Always Willing Participants?
- The Power of the Fraud Triangle
- Techniques to Prevent Fraud
- Most Common Methods of Developing Fraud
- Why We Don't Find More
- Signs of Fraud
- Common Mistakes
- Top 10 Scams, Schemes & Scandals
- Most Common Lies Told at Work
- Do We All Cheat at Something?
- Reasons Why People Cheat
- Motivations to Commit Fraud
- Work Place Theft
- Demographic Loss Breakdown Analysis
- Management & Employee Fraud
- How to Process and Analyze Decisions
- How to Prevent Snap Decisions
- Martha Stewart – A Case Study – Guilty or Innocent?
- Ethical Dilemmas in the Auditing Industry
- 10 Questions to Indicate Whether an Employee is Stealing
- Lies – Lying – Liars – Simple Giveaways & How to Spot Them
- Top Con Artist Attributes and Red Flags
- How to Develop and Sharpen your Intuition
- A 3-Step Process to Effective Ethical Decision-Making
- Ethical Dilemmas in Balancing Work and Family
- How to Ink a Personal Code of Ethics/A Self-Audit of Ethics
- Establishing Ethical Boundaries at Work
- How Good People Make Tough Choices
- When does Ethics Education Begin - Discussion?
- Why We Make Unethical Choice?

Speaker Bio:

Patrick Kuhse is one of the most in-demand speakers on business ethics and critical thinking skills in America today. His dynamic presentations have entertained, enlightened and inspired over 100,000 participants both domestically and internationally. He works with major universities and businesses in the development and education of their students and staff on how to recognize ethical dilemmas and implement effective critical thinking skills.

Patrick was a Certified Financial Planner (CFP) and Registered Principal for many years, working at many levels in the financial services industry from Registered Representative to Regional Vice President of a major financial services company. He will share his journey from prominence as a successful stockbroker in San Diego to his involvement in a financial fraud scheme, flight from the US to avoid prosecution, life as an international fugitive for four years and his subsequent self-surrender and incarceration for several years in both a foreign jail and U.S. prisons.

He has spoken on and conducted "Ethics in Leadership" presentations to rave reviews for such diverse groups as major universities including Harvard and Stanford, civic groups, businesses, international professional associations and law enforcement agencies.

A favorite speaker on college campuses, Patrick serves as an appointed Ethics Fellow for two major universities:

University of Florida - Poe Center on Business Ethics, Warrington College of Business Administration
Suffolk University – Institute for Executive Education, Sawyer School of Management

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A Partial List of Patrick's Clients:

Professional Businesses and Associations

AgFirst Farm Credit Bank
AICPA - American Institute of Certified Public Accountants
AmCham - Costa Rican - American Chamber of Commerce
American Society for Quality
American Society of Mechanical Engineers
American Society of Women Accountants
Association of Government Accountants
Association of Health Underwriters
Association of Professional Consultants
Boeing Company
California Municipal Treasurers Association
California Society of Association Executives
California Society of CPAs
California Society of Municipal Finance Officers
Commonwealth Financial Network
Eaton Vance
Executive Women International
Fast Company Magazine
Financial Executives International
Financial Planning Association
First Republic Bank
FSC Securities Corporation
Fusion Financial Group
Gen-Probe Corporation
Independent Insurance Agents and Brokers of America
Institute of Management Accountants
Institute of Real Estate Management
International Association of Administrative Professionals
IMCA - Investment Management Consultants Association
Lincoln National Life
LPL Financial Services
Marathon Oil Company
Mass Mutual
Merrill Lynch Trust Company FSB
Met Life
MFS Investment Management
Military Officers Association of America
Minnesota Society of CPAs
National Association of Government Communicators
National Association of Independent Life Brokerage Agents
National Association of Insurance and Financial Advisors
NAPFA - National Association of Personal Financial Advisors
National Association of Purchasing Managers
National Litigation Support Services Association
National Recreation and Parks Association
National Society of Hispanic MBAs
Nationwide Financial
Northrop Grumman
Portland General Electric
Pratt and Whitney
Professional Management Convention Association
Risk Management Association
Russell Investments
Scottsdale Healthcare

Sempra Energy
Siemens Corporation
Society for Human Resource Management
Society of Financial Service Professionals
TD Ameritrade
US Air Force
US Army
US Marine Corps
US Jaycees National Convention
Wachovia Bank
Warrant Officers Association
Wealth Management Institute
World President's Organization
Young Presidents Organization

Educational Institutions

American University
Arizona State University
Boston University
Brigham Young University
Creighton University
Georgetown University
Harvard University
Indiana University
Iowa State University
Kansas State University
La Salle University
Cornell University
University of Minnesota
Marquette University
Massachusetts Institute of Technology
Northeastern University
Old Dominion University
Oregon State University
Penn State University
Pepperdine University
San Jose State University
Stanford University
Suffolk University
Syracuse University
University of Arizona
University of Arkansas
University of California Los Angeles
University of Florida
University of Hawaii
University of Iowa
University of Kansas
University of Maryland
University of Michigan
University of Minnesota
University of Missouri
University of Nebraska
University of Pennsylvania
University of Southern California
University of Tennessee
University of Texas at Austin
University of Washington

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Patrick's Audit and Fraud Profession Clients:

ACFE - Association of Certified Fraud Examiners

19th Annual Fraud Conference - Boston, MA
Los Angeles Chapter - Pasadena, CA
Phoenix Chapter - Phoenix, AZ

ACUIA - Association of Credit Union Internal Auditors

Seattle, WA

(IIA) Institute of Internal Auditors Association

Central Arkansas Chapter - Little Rock, AR
Central Illinois Chapter - Morton, IL
Central Pennsylvania Chapter - Harrisburg, PA
Chicago Chapter - Chicago, IL (2)
Dallas Chapter - Dallas, TX
Halifax Chapter - Halifax, Nova Scotia
Houston Chapter - Houston, TX
Indianapolis Chapter - Indianapolis, IN
Miami Chapter - Miami, FL
Milwaukee Chapter - Milwaukee, WI
Northern Virginia Chapter - Tysons Corner, VA
Orange County Chapter - Irvine, CA
Phoenix Chapter - Phoenix, AZ
Pittsburgh Chapter - Pittsburgh, PA
Portland Chapter - Portland, OR
Salt Lake City Chapter - Salt Lake City, UT
San Fernando Valley Chapter - Glendale, CA
Seattle Chapter - Seattle, WA
Triad Chapter - Greensboro, NC
Tucson Chapter - Tucson, AZ

OpenDialogue Inc. Canadian Forum on Corp. Fraud

Calgary, Canada

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