

# Seminar “Find fraud and corruption before it finds you!”

March 8, 2017,  
Tallinn, Estonia



Find fraud  
**before** it finds you

*Learn how to identify early warning signals and root out the unwanted cost caused by unethical suppliers, customers, agents, dishonest employees and more. How to find the early warning signs of fraud and corruption ... before they find you!*

Most people and organisations would like to find where they are being defrauded, cheated, or being taken advantage of as early as possible. This is now possible. Early detection is always better than living with a false sense of security that a mass of procedures, signatures and boxes which have been ticked but rarely read, will stop the criminals and fraudsters. Early detection and timely resolution of problems also beats relying on whistle-blowers, tip-offs which may never come, and expensive investigations which are often long and only moderately successful.

## Course outline:

In this course you will learn how to develop your own processes to pinpoint exactly where your organisation is losing out to unethical behaviour by suppliers, customers, external parties and dishonest employees.

### The course will cover in general:

- Fraud and Corruption – what is it, who is involved and why
- How to detect hidden front companies and bank accounts connected to criminal activity, kickbacks, supplier overcharging, etc.
- Developing your own model and tests to target with high degree of certainty commercial relationships, customer, supplier, agent, consultant, transaction etc., which are affected by unethical behaviour.
- Compiling an initial picture of the most significant examples of frauds being faced, and how to refine this map through effective “investigative desktop research”
- Learning the steps which should be taken to resolve cases effectively without lengthy investigations, as well as avoided these types of examples occurring in the future.

## Detailed agenda:

### Part one: The reality of Fraud and Corruption today and how to take the next steps in fraud detection

- Fraud and Corruption demystified – who does it, how and why?
- The hidden goldmine in your organisation (and how to find it).



The Institute of  
Internal Auditors  
Estonia

- Examples of frauds which we can catch including supplier fraud, customer, greedy middlemen, dishonest employees, accounting fraud, and more.
- Developing an overall program to identify the early warning signs of fraud and corruption in your organization.
- How to assess the risk of fraud and corruption using the “think like a thief” (applied to both the public and private sectors).

#### **Part two: Detailed detection techniques: analysing data and documents to find the red flags**

- Fraud Finder Techniques: How to find the Footprint of Fraudulent Transactions
- Exercises in following the money.
- Identifying the most common red flags.
- Unmasking front companies, dirty money centres (or DMC’s), criminal counterparties and fraudulent transactions.
- Case exercises with realistic documents and data (from both public and private sectors).

#### **Part three: Interpretation and analysis**

- How to interpret the red flags that you find.
- Knowing what desktop investigation techniques work best.
- Turning information into knowledge by clarifying and condensing your findings.

#### **Part four: Following through and summary**

- Presenting your findings and adding value to your organization.
- How to resolve your cases efficiently and cost-effectively.
- Summary and recap of course (key learning points).

### **Target Group:**

This practical course is for internal auditors and financial controllers who wish to seek out and remove waste, security professionals who want less incidents and headaches rather than more, risk and compliance professionals who wish to improve the effectiveness of controls, and human resources and workplace safety managers who need to find the red flags of fraud early.

Find the ticking time-bombs which would eventually cause significant waste and harm reputation, and defuse them early, win back lost money and enhance the health and robustness of your organisation.

### **Time schedule:**

|             |                         |
|-------------|-------------------------|
| 9.45-10.00  | gathering, registration |
| 10.00-11.30 | <b>seminar part I</b>   |
| 11.30-11.45 | coffee break            |
| 11.45-13.15 | <b>seminar part II</b>  |
| 13.15-14.00 | lunch break             |
| 14.00-15.30 | <b>seminar part III</b> |
| 15.30-15.45 | coffee break            |
| 15.45-17.15 | <b>seminar part IV</b>  |

|                             |              |
|-----------------------------|--------------|
| <b>Knowledge Level:</b>     | Intermediate |
| <b>Language:</b>            | English      |
| <b>Delivery Format:</b>     | Seminar      |
| <b>CPE Hours Available:</b> | 7 CPE        |

**Location:** Park Inn by Radisson Meriton Conference & Spa Hotel Tallinn,  
Toompuiestee 27 / Paldiski mnt 4, Tallinn, Estonia  
<https://www.parkinn.com/hotel-meriton-tallinn>

**Trainer: Nigel Iyer (BSc, MA, ACA), Partner in the Hibis Group**

Nigel Iyer has over 20 years' experience investigating and detecting fraud and corruption. Today he works both practically with the investigation and detection of fraud and corruption and also as a teacher on how to prevent and defend against of fraud and corruption.

A computer scientist and qualified chartered accountant Nigel soon found that his true passion lay in rooting out corruption and fraud. Nigel is also today a qualified dramatist and has written a number of films and plays based on experiences, many of which are used in teaching worldwide. He has written several books and papers, and teaches widely how to defend their organisations against the "commercial dark arts". He is also a fellow of the University of Leicester School of Management, where he has launched their new "Defense against the Commercial Dark Arts" Masters module.

**Participation fees:**

- total price for members of IIA Estonia (including taxes, meals, education materials): 240 EUR
- total price for non-members of IIA Estonia (including taxes, meals, education materials): 370 EUR
- early registration fee for member of IIA Estonia 199 EUR and non-members of IIA Estonia 299 EUR (registration before February 6, 2017).

**Cancellation policy:** Cancellations received up to 10 business days prior to seminar will not be charged the training fee. Cancellations 5-10 business days prior to seminar will be invoiced 80% of the training fee. Cancellations 1-5 business days prior to seminar, and no-shows, are subject to payment for the full amount. Registrant substitutions may be made at any time. Please note that if you do not cancel or do not attend, you are responsible for payment.

**Contact and additional information:** [koolitus@siseaudit.ee](mailto:koolitus@siseaudit.ee)

**Registration form:** <https://goo.gl/forms/495dwp2UZ5aEtBZt1>

Roman Laidinen, CIA  
President of IIA Estonia  
[www.siseaudit.ee](http://www.siseaudit.ee)