

# Prevention & Detection of Conflicts of Interest, Kickbacks & Other Shadow Deals

*For Auditors, Managers & Every Employee*



**JOHN J. HALL**

Wednesday, July 24, 2024  
Summer Webinar Series

## Overview

TITLE	Prevention & Detection of Conflicts of Interest, Kickbacks & Other Shadow Deals <i>For Auditors, Managers &amp; Every Employee</i>
PRESENTER	John J. Hall, CPA
DATE AND TIME	Wednesday, July 24, 2024 11 AM ET (10 AM Central / 9 Mountain / 8 AM Pacific)
LOCATION	Zoom Webinar
CPE CREDITS	2 CPEs in Auditing (Fraud & Forensic Accounting)
NO. IN SERIES	Summer Webinar Series Program 4 of 6

## Program Description

In the procure-to-payment cycle 'Shadow Deals' exist when there are intentionally undisclosed details intended to mask the true nature of a relationship between an employee and an outsider. These hidden details if known would often change management's decisions covering grants, benefits, supply agreements, investments, lending, partnership, and a long list of other routine business commitments.

In this session, we'll examine the often inadequate and always difficult efforts to deter, surface and handle Conflicts of Interest, Kickbacks and other Shadow Deals in business operations. We'll cover what works and what doesn't from past cases and examples. We'll build lists of common Red Flags and related action next steps to move from suspicion to referral and conclusion.

## Learning Objectives

- Recognize why hidden relationships and other non-transparent details can completely upend management's ability to oversee operations
- Identify the red flags of Shadow Deals in business relationships and transactions
- Recognize why Conflicts of Interest and other Shadow Deals are more often surfaced by supervisors and employees than by audit and compliance specialists – and why it's likely to always be the case
- Identify next steps you might take based on four real-world case scenarios
- Recognize the inherent difficulty in moving confidently from red flag detection to conclusions about Conflicts of Interest
- Identify specific action steps to deter and detect Shadow Deals

## Who Should Attend

- Internal audit, government audit and similar professionals
- Executives, managers, and key procurement employees
- Certified Public Accountants and Chartered Accountants
- Certified Fraud Examiners
- Business owners

## About Your Instructor

John J. Hall, CPA, has worked as an auditor, professional speaker, consultant, and author for over 45 years. He builds and delivers live and virtual keynote presentations, skills training seminars, webinars, and in-person conference presentations for auditors, including over 3,500 live presentations to date.

John is best known for bringing practical, proven, efficient solutions to real-world business challenges (including especially ethics and fraud risks!!!) faced by clients and program participants.

John is the founder and President of Hall Consulting, Inc. In addition to 30-plus years as a self-employed speaker, auditor and consultant, John has worked in senior leadership positions in large corporations and

international public accounting and consulting firms. He's a member of the National Speakers Association, the American Institute of CPAs, and the Institute of Internal Auditors.

Meet John at [www.JohnHallSpeaker.com](http://www.JohnHallSpeaker.com)

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For information on tailored in-house virtual or live in person presentations for your employees, clients or conferences, just call John at 312-560-9931 to kick around ideas.

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## Webinar Information

Our webinar programs qualify for CPE Credits (NASBA.org). See NASBA.org for program field of study definitions:

[View PDF](#)

**Delivery Method:** Group Internet-Based (On-Line Education Webinar)

**Prerequisites:** None

**Advance Preparation:** None

**Program Level:** Intermediate

The programs in this Summer 2024 Series are presented in a live on-line skills training webinar format (group internet-based delivery). We host our programs using the Zoom software platform.

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