

PART 2: KNOWING YOUR CLIENT AND YOUR MARKET IS CRITICAL TO BRIDGE DIFFERENCES WHEN IMPLEMENTING COMPLIANCE POLICIES

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- While there might be cultural differences when setting out compliance policies on companies operating across different markets, the tone at the top is required to implement a culture of compliance across the board.
- Ongoing training, education, and hiring policies are needed to expand the culture of compliance.
- Clients demand their external counsel to be a business partner in all markets. Clients expect their external counsel to show them business opportunities and also to be the vigilant eye in distant markets
- There are different structures for corporate boards and the liabilities are different across different jurisdictions.

