

**Compliance Program
Value Proposition 2.0**
Evolving Your Program and Your Leadership

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**Compliance Program
Value Proposition ...**

- Develop the strategy for business leaders to ensure the organization is positioned to meet its regulatory obligations
- Support business leaders in creating a culture that promotes ethical behavior – one that is guided by the mission, vision, and values

Compliance Program Value Proposition ...

Guiding Principles for Your Program

- Our program translates our values into actions
- Business operational leaders are responsible for compliance
- We will develop a strategy for effective compliance and support business leaders in implementing that strategy
- Our regulatory relationships are fundamental for our organization's success
- We will create clear accountability around compliance and foster open, honest and clear communications about our outcomes

Compliance Program Value Proposition ...

- **The What ...**
 - Aligns with the business model
 - Operationalize Prevention, Detection, Correction discipline and rigor on high risk areas
- **The Ask:**
 - Your Role: Drive Business Accountability
 - Be Specific
 - Insight Driven Reporting


Launching Yourself into Effective Leadership ...

- **Act Like a Leader ...**
 - Embrace It and Own It
- **Think Like a Leader ...**
 - Strategic Approach to Influencing
- **Communicate Like a Leader...**
 - Language, Tone and Agility

[Launching Yourself into Effective Leadership ...]

- **Introverts vs. Extroverts**
 - All Styles Get Results
- **Body Language**
 - Perception = Reality
- **Charisma**
 - Power, Presence, Warmth

[The 7 Elements of Influence ...]



The diagram consists of seven dark grey, wedge-shaped segments arranged in a circle around a central white starburst. Each segment is numbered and labeled with a concept: 1. Collaboration, 2. Communication, 3. Relationships, 4. EI vs. IQ, 5. Negotiation, 6. Strategic Thinking, and 7. Leverage.

[The 7 Elements of Influence ...]

- **Collaboration**
 - Know, Acknowledge and Use Skills of Others
- **Communication**
 - Be Relevant
- **Relationships**
 - Rapport and Trust

Launching Yourself into Effective Leadership ...

- **EQ v. IQ**
 - Self Aware = Self Regulate
- **Negotiation**
 - Ask Questions and Listen
- **Strategic Thinking**
 - Evolve and Align with Business Priorities
- **Leverage**
 - We're back to the "Value Proposition"

Compliance Skillsets ...

Test Yourself and Your Team:

- Can you own the room?
- Do you have courage of conviction?
- Do you have effective communication skills – especially active listening?
- Can you read people?
- Can you lead with informal power
- Do you have a poker face?
- Do you favor humility over hubris?

Strategic Compliance

"The secret is to always let the other person have your way."

Claiborne Pell