

Compliance Today - August 2020 The power of persuasion

By Gerry Zack

Please feel free to contact me anytime to share your thoughts. +1 612.357.1544 (Cell), +1 952.567.6215 (Direct), gerry.zack@corporatecompliance.org.

- twitter.com/gerry zack
- linkedin.com/in/gerryzack

Have you ever rolled out a new policy, procedure, or internal control, only to have it met with skepticism and a chorus of "Why do we have to do this?" Of course you have; we all have. Yet we sometimes still fail to understand why people ask it.

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