



“Advice and counsel that is concise, timely,  
on-point and cost-effective.”

---

## *Partner Ted Banks Authors Column for the Society of Corporate Compliance & Ethics.*

Partner [Ted Banks](#) has written a multi-part column for the Compliance & Ethics Blog of the Society of Corporate Compliance & Ethics on dealing with short-term oriented managers.

Compliance officers often find that their efforts to create a positive culture of compliance in a company are often frustrated by managers who are so focused on short-term earnings that they will resist investment in anything without an immediate payback – like compliance. The evidence, however, shows that these types of investments do have a positive ROI, and a compliance officer needs to marshal all of the available tools to persuade management to support compliance efforts. Companies need to clearly articulate their sense of purpose in order to resist pressure from “activist investors” who look for quick hits, and don’t care about the long-term health of a company.

Part 1 of the column can be found at <http://complianceandethics.org/dealing-with-short-term-oriented-managers-part-1/>