

 **NRF LOSS PREVENTION**  
CONFERENCE & EXPO

NEW ORLEANS  
CONFERENCE JUNE 20-22, 2012  
EXPO JUNE 20-21, 2012  
[www.nrf.com/LP12](http://www.nrf.com/LP12)

# Forging Into International Markets

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## Establish Expectations

- Senior Management
- International Management
- Risk
  - Colleagues
  - OSAC ([www.osac.gov](http://www.osac.gov))
  - Transparency International ([www.transparency.org](http://www.transparency.org))
  - Third Party Vendors
  - Make the trip


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# Observation Exercise





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- Establish Expectations
  - Basic
  - “Hard Target”
- Educate/Communicate


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# Sydney, Australia




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# London, UK




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- Establish Expectations
- Educate/Communicate
- Loss Prevention Basics

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## Loss Prevention Basics

- **CCTV/Alarms**
  - Sourcing
  - Identifying Vendors
  - Installing
- **Investigations**
  - Local Laws
  - Interviewing/Interrogation
  - Need a Good Strong Network

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## Ongoing

- **Daily Briefings**
  - Europe*
    - ***SR Bosnia and Herzegovina: Large Arms' Cache Found in Eastern Bosnia***
    - ***SR Greece: Greece Fails to Reach Coalition Consensus***
    - ***SR Italy: Moody's Cuts Credit Ratings on 26 Banks***
    - ***I Netherlands: Wildcat Bus Strike in The Hague***
    - ***SR Turkey: Politician Kidnapped, Renewed Clashes Between PKK and Police***

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## Other Things to Consider

- Importing/Exporting Product
- Background Screening
- Data Privacy Laws
- Currency
- Travel ([www.travel.state.gov](http://www.travel.state.gov))

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## Cross-Cultural Aptitude


- Culture?
- How important is understanding different cultures?

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## Cross-Cultural Aptitude


*“Failure is not an option”*      *“Get R Done”*

*“Just do it”*

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## Cross-Cultural Aptitude

- What works in the US may not translate well internationally

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## Closing

- Establish and set clearly defined expectations
- Stick to BASICS
- Have an open mind
- What works in the US may not translate well internationally

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# Questions?

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