### 36 Red Flags in Financial Reports – How to Detect Accounting Gimmicks & Fraud

**Date:** 27 February 2017, Monday  
**Time:** 9:00am to 5:00pm  
(Registration from 8:30am)  
**Venue:** Concorde Hotel, Kuala Lumpur  
**Speakers:** Prof SS Sandhu BBM, PBM, FCA, FCPA  
**Level:** Basic to Intermediate  
**CPE Credit:** Approved

#### Learning Outcomes
- Outline US and Asian examples and experiences in Accounting Gimmicks & Fraud;  
- List and Discuss the Top 10 Financial Scandals in the past decade;  
- Identify types of companies most likely to use financial gimmicks;  
- Identify where the financial gimmicks would occur;  
- Identify the profile of a typical fraudster;  
- Recognise the “Fraud Triangle” and discuss why auditors make use of it;  
- Describe the 6 categories of financial gimmicks;  
- Discuss the 7 fundamental tricks that companies use to mislead auditors and investors;  
- Develop techniques for detecting financial gimmicks and fraud;  
- Device a process to prevent financial misstatements;  
- Discuss the Top 10 signs that a company is in trouble.

#### Who should Attend
This training course is specifically designed for decision makers in all organizations and aimed mainly at:

- Bankers  
- Research Analysts, Fund Managers  
- Institutional Investors, Investment Advisors  
- Traders, Dealers & Remisiers  
- Industry Related Professionals

Participants are not required to have specific prior experience of any of the subject areas. More experienced individuals will be able to build on their knowledge through practical, current case studies.

#### Training Methodology
Lecture style, with exercises and case studies.

As a participant in the CFA Institute Approved-Provider Program, CFA Malaysia has determined that this event qualifies for 6.0 credit hours. If you are a CFA Institute member, CE credit for your attendance at this event will be automatically recorded in your CE diary.
Workshop Outline

Section A: Sharing the US & Asia Experience and Rogue Company Profiling

1. Sharing the US and Asia Experience and Key Statistics.
2. Top 10 Financial Scandals that Rocked the World.
3. What Types of Companies are most likely to use Financial Gimmicks?

Section B: Fraudsters and the Fraud Triangle

4. Why do Financial Gimmicks Exist? Where are they most likely to Occur?
5. What is the Fraud Triangle? Why do Auditors Use this?
7. What is the Profile of a Typical Fraudster?

Section C: 6 Categories of Financial Gimmicks & 7 Fundamental Tricks and Techniques for Detecting Fraud

8. What are the 6 Categories of Financial Gimmicks?
9. What are the 7 Fundamental Tricks that Companies use to mislead Auditors and Investors?
10. What are the Techniques for Detecting Financial Gimmicks and Fraud?

Section D: Techniques for Detecting Fraud & Process to Prevent Financial Misstatements, Summary

11. How can Financial Misstatements be Prevented: The 4-Pronged Attack?
12. Top 10 Signs that a Company is in Trouble.
13. Summary / Recap via a quiz (Who Wants to be a Fraud Buster)

Prof Sarjit Singh Sandhu, BBM, PBM, FCA (Australia), FCA (Singapore)

Prof Sandhu BBM, PBM, FCA (Australia), FCA (Singapore) has extensive experience working within the financial markets sector in Asia. He has deep technical knowledge covering listed companies, multinationals, initial public offerings and mergers and acquisitions due diligence gained over 18 years at PricewaterhouseCoopers. He was also the CFO of AIA Singapore and Aviva for over 7 years. He is both a Fellow Chartered Accountant (FCA) in Australia and Singapore and has provided advisory services to many public listed companies, multinationals and government-linked companies on the development of financial reporting standards and changes in regulatory environment. Prof Sandhu also has many years of experience conceptualising, developing and conducting client training programs at PricewaterhouseCoopers which were highly successful.

Prof Sandhu is presently serving as an adjunct associate professor at Nanyang Technological University (NTU), and is a member of the senior leadership team and board member of renowned organisations. He teaches a core module on Risk Management, Control and Ethics at NTU. He is also responsible for the design and development of a newly launched and highly successful program on Business Frauds and Scandals at NTU.

He is also presently the Chairman of the Finance Committee of Central Singapore Community Development Council, and serves on the Board of Education and Examination of the Institute of Certified Public Accountants of Singapore, and the newly formed Learning and Assessment Committee of the Singapore Accountancy Commission.

Prof Sandhu was awarded the Public Service Star (BBM) in 2011 and the Public Service Medal (PBM) in 2007 by the President of the Republic of Singapore. He is also the recipient of the Nanyang Alumni Achievement Award conferred by NTU in 2012.
The Best Learning Experience Is When The Class Is Fun!

Feedback from September 2016 participants:

“The speaker is very engaging”
“Interesting method of conducting class”
“Resourceful and informative”
“Loved the interactive style of presentation”

More than 20 delegates in our last run, do register early to avoid disappointment
# Registration Form: 36 Red Flags in Financial Reports – How to Detect Accounting Gimmicks & Fraud

<table>
<thead>
<tr>
<th>Categories</th>
<th>Early Bird Fees (Register by 10 Feb 2017)</th>
<th>Standard Fees</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public</td>
<td>☐ MYR 1000</td>
<td>☐ MYR 1100</td>
<td>Fees inclusive of training materials, lunch and tea breaks.</td>
</tr>
<tr>
<td>CFA Malaysia Members</td>
<td>☐ MYR 850</td>
<td>☐ MYR 950</td>
<td>Fees inclusive of training materials, lunch and tea breaks.</td>
</tr>
</tbody>
</table>

Name (Mr/Mrs/Ms/Dr): ____________________________  NRIC: ____________________________

Email: ____________________________  Contact number: ____________________________

CMSRL/ERP: ____________________________  CFA M’sia Membership No.: ____________________________

Company: ____________________________  Designation: ____________________________

Mailing Address: ____________________________

Postal: ____________________________  Require CPE Credits (please circle): YES / NO

Where / How did you first know about our workshops? (You may tick more than one option below)

☐ SIDC website  ☐ CFA Malaysia Website  ☐ A.B. Maximus Website  ☐ HR / L&D Departments  ☐ Past Delegates  ☐ Others, please specify...

## Payment Mode:
Full Payment of MYR __________

☐ Cheque: (made payable to “AB Maximus”)
Deposit cheque in Malaysian Banks ONLY. Please scan and email the bank-in slip as proof of payment after deposit.

☐ Bank Transfer: Please provide payment advice as proof of payment.

## Payment and Refund Policy:
Any notice of withdrawal must be given in writing via mail/email:

1. Full refund, less 10% bank admin and admin charges, if notice is given at least 2 weeks before commencement.
2. 50% refund of programme fee if notice is given between 1-2 weeks before commencement.
3. No refund if notice is given less than 1 week before commencement, or after commencement of programme.
4. Please indicate the CFA M’sia membership ID to enjoy the members’ rate. Memberships that expire prior to registration will not enjoy the discount.
5. No replacement of delegates once the workshop commences. Delegates who leave early will NOT be given the SIDC CPE points.
6. Delegates without payment or LOU from company will not be allowed to enter the workshop.
7. Delegates who cannot attend the workshop due to medical or any urgent matters are still liable to the full payment. Replacement from the same company is allow provided HR/L&D informed in writing prior to the commencement of the workshop.
8. Walk-in delegates will have to pay Standard Public Fees. Acceptance of walk-in delegates will be at the sole discretion of AB Maximus and subject to availability of seats.
9. Group discount is only offered if the registration forms are submitted together for 3 or more delegates from the same company and of the same billing source. It will be at the sole discretion of AB Maximus to offer this discount.

I understand and agree to the terms and condition stipulated above

Signature: ____________________________  Date: ____________________________

Please send registration form to:

Contact Person(s): Andrew Jong  Contact Email: andrew.jong@abmaximus.com
Contact Phone: +60 12 808 9273  Website: www.abmaximus.com
Address: AB MAXIMUS, 10 Shenton Way, #13-02, MAS Building, Singapore 079117  Ver 1 Dec 2016