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**EROM® –
Enterprise-wide Risk & Opportunity Management**

AN
INTRODUCTORY
GUIDE FOR
POTENTIAL
“**COR®**” STAFF
(**CHAMPIONS OF
OPPORTUNITIES &
RISKS**)

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What is EROM®?



The *proactive* (instead of *fire-fighting*)

- identification,
- classification,
- evaluation, and
- prioritisation of

risks and business opportunities followed by coordinated and economical application of resources to

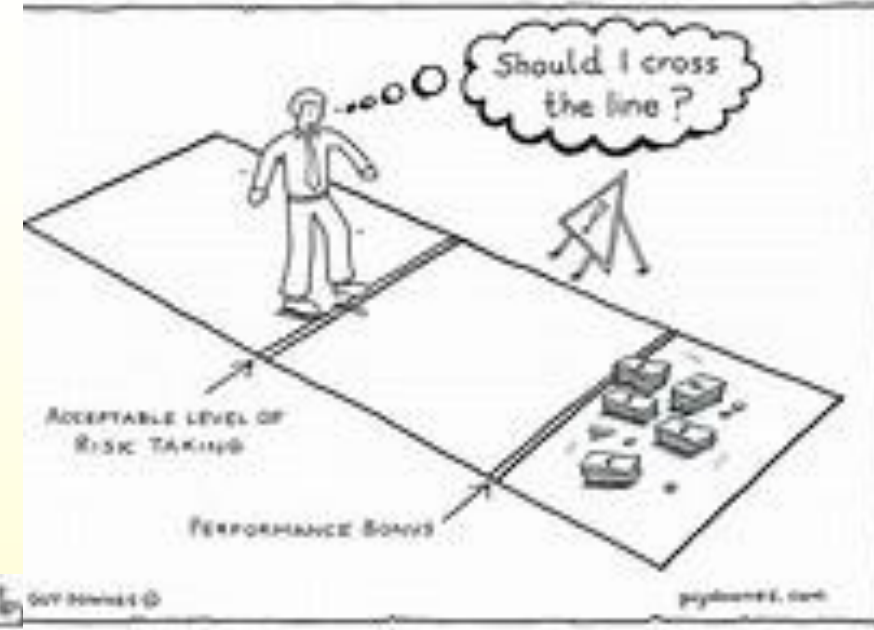
- minimise,
- monitor, and
- control

the probability or impact of *foreseeable & unforeseeable* unfortunate events and/or to maximize the realisation of opportunities for growth.

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What happens with no EROM®?



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What happens with no EROM®?

- Risk is centrally “handled” by one unit
- Risks from external environment are under-valued or ignored
- Early warning signs are not taken seriously
- Powerful individual interests dominate the organisation
- Repeated investigations of why things keep going wrong
- Risks taken seriously only after they have become burdensome problems

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What happens with no EROM®?

...cont/d from previous

- People only care about what happens in their units and fail to see how their issues affect other units
- Left hand does not know what the right hand is up to
- A culture of silence even where risks & opportunities can be seen in advance
- Unnecessarily increased risks of things going wrong & opportunities being squandered

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Signs of an Effective EROM®?



Risk Management: systems rather than silos



Enterprise Risk Management: A rigorous approach to identifying, assessing and addressing risks from all sources that threaten the achievement of an organization's strategic, operational and financial objectives and/or represent an opportunity or competitive advantage." Jerry Mousa, *Financial Times* Press

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Signs of an Effective EROM®?

- Risk & opportunity management is **everyone's business**
- **360 degree scanning** of internal & external environments
- A culture of constructive participation is encouraged by **example from the Top**
- Foreseeable **risks are reduced** before they become burdensome problems
- Harm done by Unforeseeable risks reduced by **practised** disaster preparedness

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Signs of an Effective EROM®?

...cont/d from previous

- **People care** about the effect of other units on their job & vice-versa
- Integrity, confidence & **trust** are promoted & improved
- Reduced risks of things going wrong & **opportunities for growth are secured**
- EROM® becomes a business & personal **lifestyle choice**

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Why are “COR®” staff important?



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Why are “COR®” staff important?

- You are a **C**hampion of **O**pportunities & **R**isks management!
- You are responsible for **encouraging** an effective EROM culture among a group of “**ROC®**” staff
- You **manage** a group of ROC®: **R**isk & **O**pportunity **C**ontributors!
- ROC® people ensure that the **EROM® system knows** what is happening and what might happen in the future!

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Why are “COR®” staff important?

...cont/d from previous

- **COR® staff are also ROC® persons!**
- You cannot be an effective COR® if you do not **set an example** by being a constructive ROC® of EROM®!!
- **All stakeholders**, internal & external, are potential ROC® people!

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What do “ROC®” people do?



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What do “ROC®” people do?



- ROC®: **R**isk & **O**pportunity **C**ontributors are the **ROCK** of EROM®!
- You **identify** a Risk or Opportunity
- You **access** the EROM® contribution system
- You **answer** a few straightforward questions in simple non-technical language

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What do “ROCC®” people do?



...cont/d from previous

- Your answers **help the EROM® system** to evaluate the risk or opportunity for potential control action

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You are automatically entered into an EROM® **contributors lottery** for recognition of your constructive service

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Any Questions?

- Ask your EROM® facilitator from FJP or
- Email FJP on admin@fjp-consulting.com



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- Remember: FJP supplies expert EROM® knowledge and skills but FJP cannot supply your desire and commitment to EROM® friendly culture

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*We thank you for your investment in our
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EROM®

Enterprise-wide Risk & Opportunity Management:

A Better Way



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