

**OneTrust GRC**  
INTEGRATED RISK MANAGEMENT

**Welcome**

**Global**  
**Risk Management**  
**Day**

by Copenhagen Compliance®

**COPENHAGEN**  
**COMPLIANCE**  
Global GRC Solutions   
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Global Standards,  
Global Compliance Platform

**BUSINESS RISKS RELATED TO**

**CORPORATE RISK FUNCTIONS**

- How to sell risk and risk assurance services to potential clients
- how to include risk management in offers and bids
- risk management as a competitive advantage

**Global**  
**Risk Management**  
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by Copenhagen Compliance®

Name: **WAJAHAT RAJA**

Position: **CONSULTANT**

Company: **SAUDI TADAWUL GROUP.**

# Speaker's Introduction:

Wajahat Raja is an accomplished keynote Speaker, Management and Technology Consultant, Auditor, Trainer assessor and Practitioner with Two decades of experience related to Program, Portfolio and Project (P3O) and GRC

Worked with Banks, Capital Markets, Stock Exchange, Government, Telecom, Insurance, Managed Service Provider

Implemented BMC myITSM, CA ValueOps, AutomationEdge, Microsoft Enterprise Project Management (EPM), Teammate, etc.

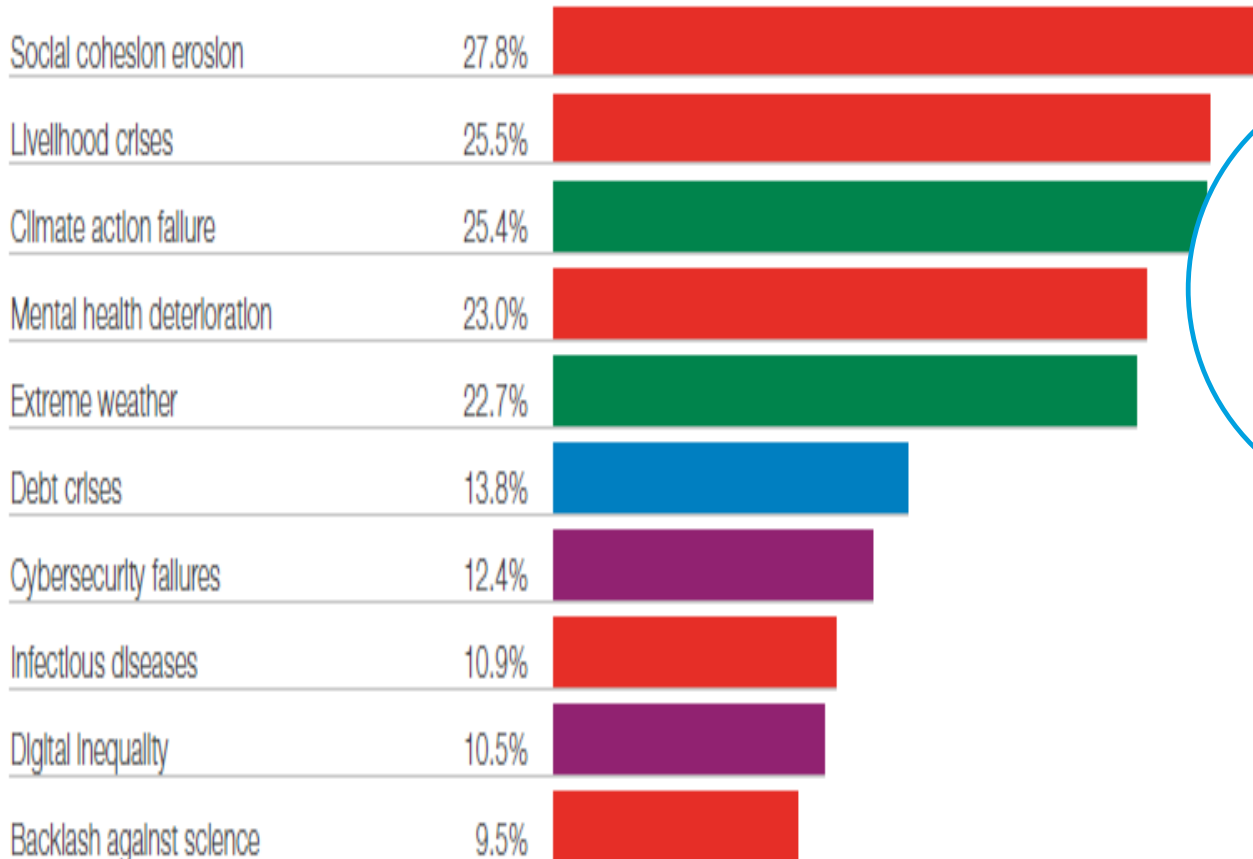
CERTIFIED for ITIL Expert, PRINCE2, P3O, and management standards such as ISO 20000, ISO 27001.



# COVID-19 Hindsight

Risks that worsened the most since the start of the COVID-19 crisis

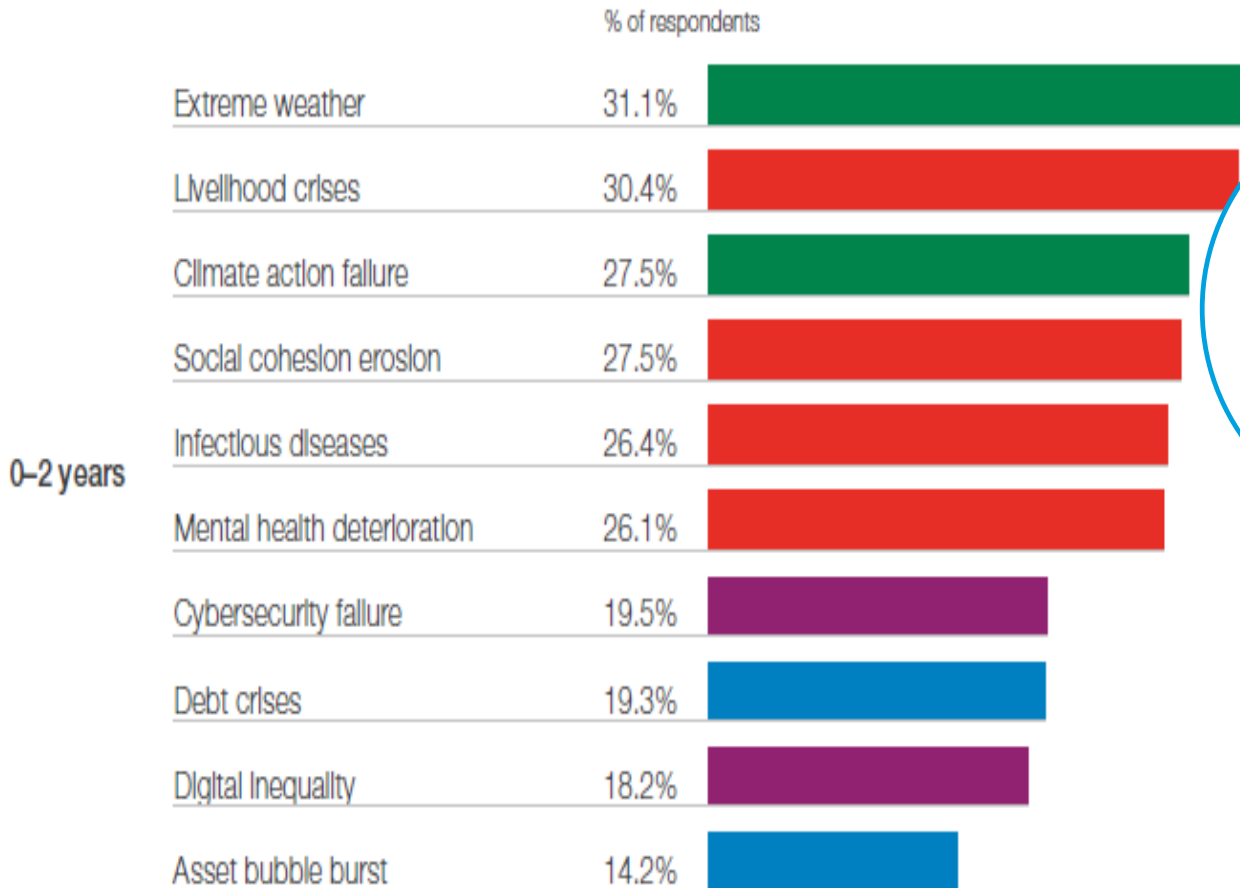
■ Economic ■ Environmental ■ Geopolitical ■ Societal ■ Technological



# Global Risks Horizon

When will risks become a critical threat to the world?

■ Economic ■ Environmental ■ Geopolitical ■ Societal ■ Technological



# Selling *Risk & Risk Assurance*

## Services to potential clients:

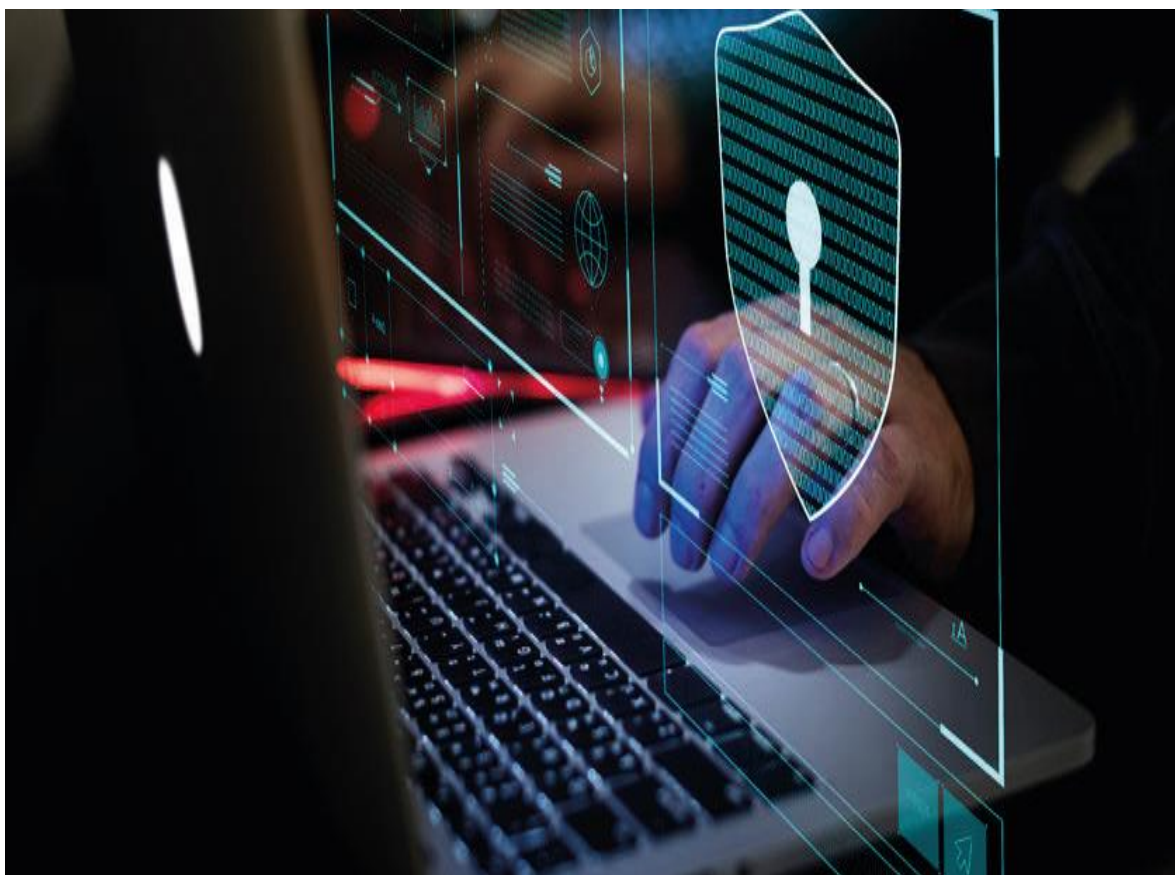
- Risk & Assurance service is commonly used in financial and accounting practices.

***The analysis, review, and management of risk creating factors & scenarios are generally termed as risk assurance.***

# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:



1

↑ 44%

2021: 3 (40%)

## Cyber incidents

(e.g. cyber crime, IT failure /

outage, data breaches, fines and penalties)

# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:

2

↓ 42%

2021: 1 (41%)

## Business interruption

(incl. supply chain disruption)





# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:



3

↑ 25%

2021: 6 (17%)

**Natural  
catastrophes**

*(e.g. storm, flood,  
earthquake, wildfire,  
weather events)*

# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:

4

↓ 22%

2021: 2 (40%)

## Pandemic outbreak

*(e.g. health and workforce issues, restrictions on movement)*



# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:



ALLIANZ RISK BAROMETER 2022

5

→ 19%

2021: 5 (19%)

## Changes in legislation and regulation

(e.g. trade wars and tariffs, economic sanctions, protectionism, Brexit, Euro-zone disintegration).

# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:

6

↑ 17%

2021: 9 (13%)

## Climate change

*(e.g. physical, operational, financial and reputational risks as a result of global warming)*



# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:



7

→ 17%

2021: 7 (16%)

## Fire, Explosion

# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:

8

↓ 15%

2021: 4 (19%)

## Market Developments

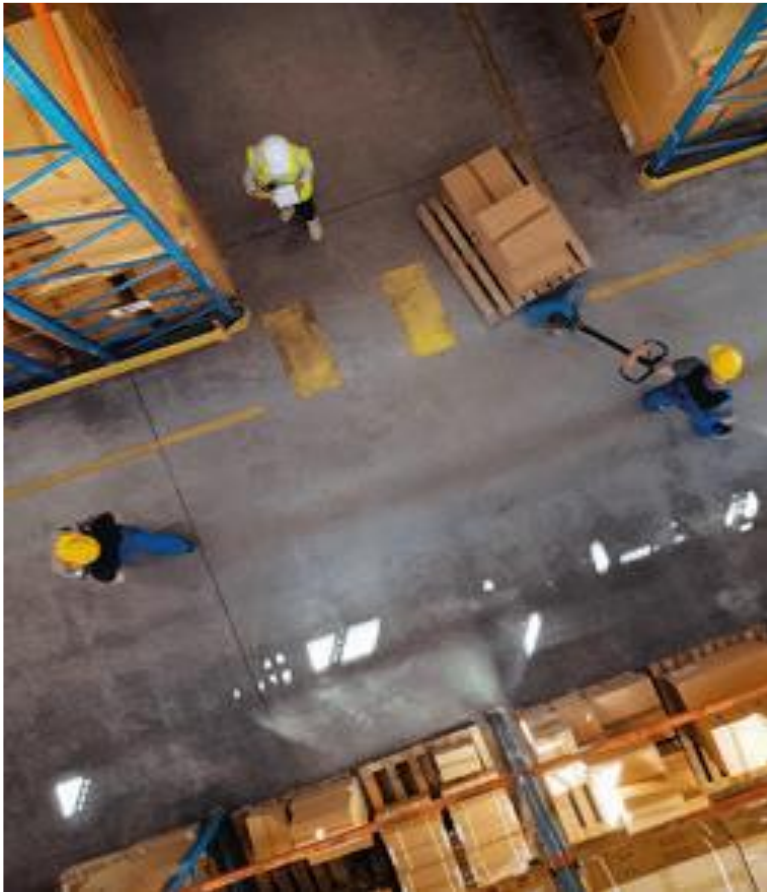
*(e.g. volatility, intensified competition / new entrants, M&A, market stagnation, market fluctuation)*



# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:



9

↑ 13%

2021: 13 (8%)

**Shortage  
of skilled  
workforce**

# Selling Risk & Risk Assurance

## Services to potential clients:

### Most Important Global Business Risk for 2022:

10

↓ 11%

2021: 8 (13%)

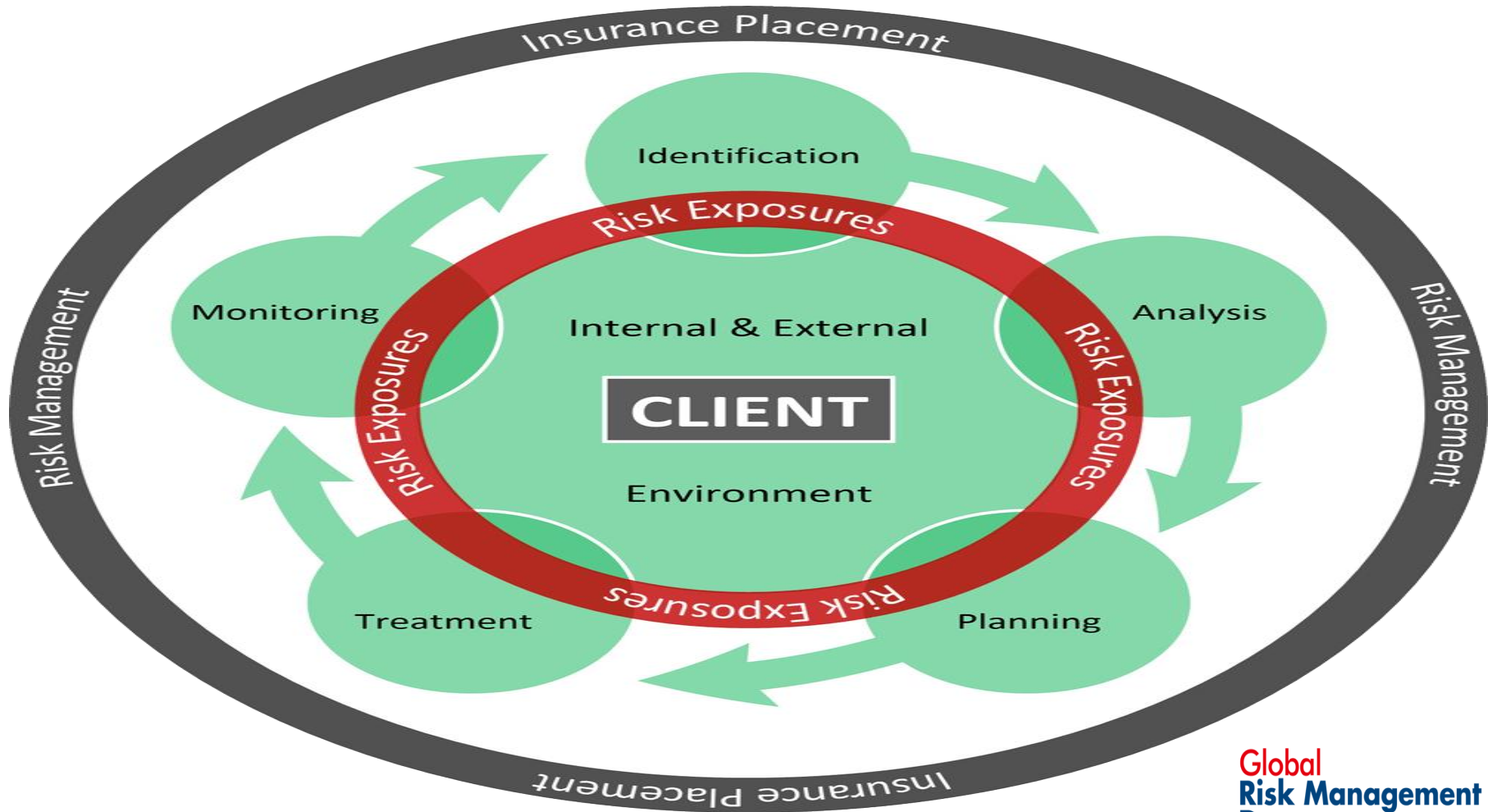
## Macroeconomic Developments

*(e.g. monetary policies,  
austerity programs,  
commodity price increase,  
deflation, inflation)*





# Including Risk Management in Offers & Bids:



# INTEGRATED RISK MANAGEMENT as a Competitive Advantage:

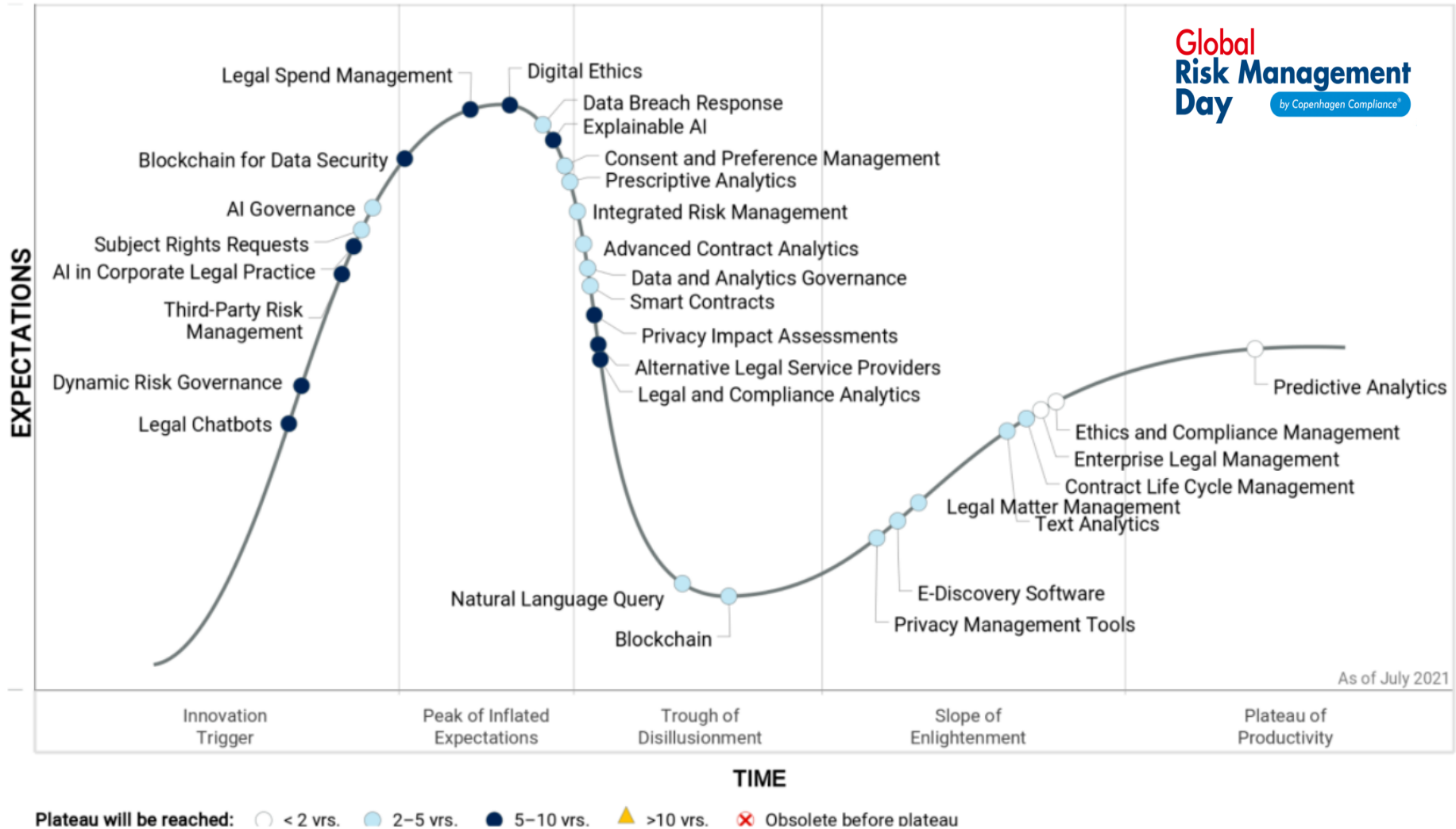
## **What is Integrated Risk Management:**

IRM refers to an approach in which risk management is integrated into each process, activity, and operation within an organization, so that everyone can understand the risk within their space. This includes logistics management, production processes, finance, HR, legal, IT, security, and marketing.

The logo for Global Risk Management Day is contained within a white circle with a blue border. It features the text "Global Risk Management Day" in a blue sans-serif font, with "Global" in red. Below this, a blue pill-shaped box contains the text "by Copenhagen Compliance" in white.

Global  
Risk Management  
Day by Copenhagen Compliance

# Gartner's 3 Technology Investment Focused Areas sample diagram:



# Gartner's Magic Quadrant for IT risk Management:

WHAT'S CHANGED

## Gartner Magic Quadrant for IT Risk Management



# INTEGRATED RISK MANAGEMENT as a Competitive Advantage:

## Why to invest in IRM Technology?

An integrated risk management platform, in contrast, is all-in-one.

1. Gain deep insights through advanced data analytics.
2. Manage your data and workflow automation in one centralized location.
3. Integrate data from multiple sources for a comprehensive lens of your GRC landscape.
4. View your data in visualization storyboards and reports.

The logo for Global Risk Management Day is contained within a white circle with a blue border. The text 'Global Risk Management Day' is displayed in a sans-serif font, with 'Global' in red, 'Risk Management' in blue, and 'Day' in a larger blue font. Below this, a blue pill-shaped box contains the text 'by Copenhagen Compliance' in white.

Global  
Risk Management  
Day  
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# ***BUSINESS RISKS RELATED TO*** ***SUPPORTING BUSINESS OBJECTIVES***

- How to sell risk and risk assurance services to potential clients
- how to include risk management in offers and bids
- risk management as a competitive advantage

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# BUSINESS RISKS RELATED TO SUPPORTING BUSINESS OBJECTIVES

# 1- Significant Financial Risks:

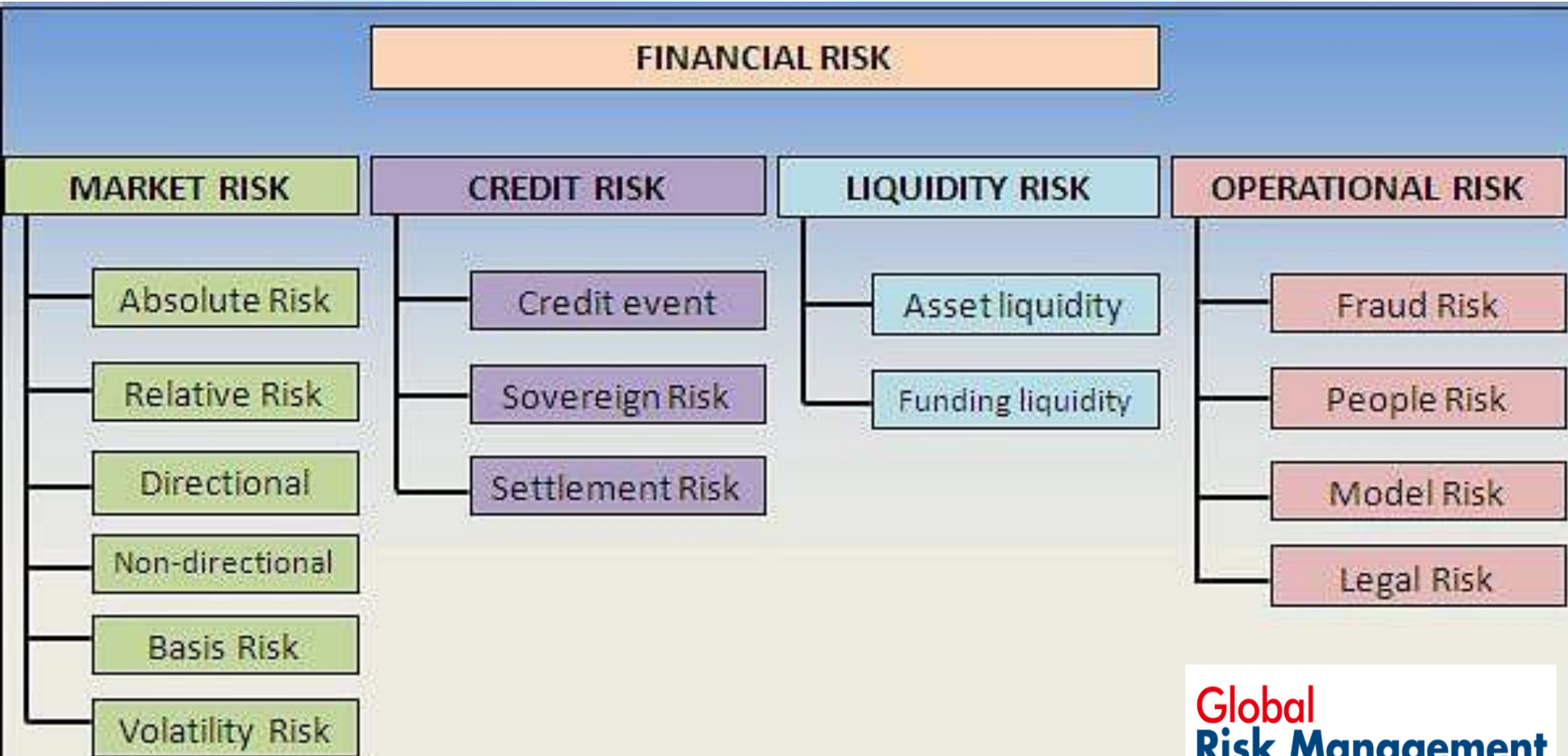
## Financial Risk





# 1- Significant Financial Risks:

## Financial Risks major & sub Types:



# 1- Significant Financial Risks:

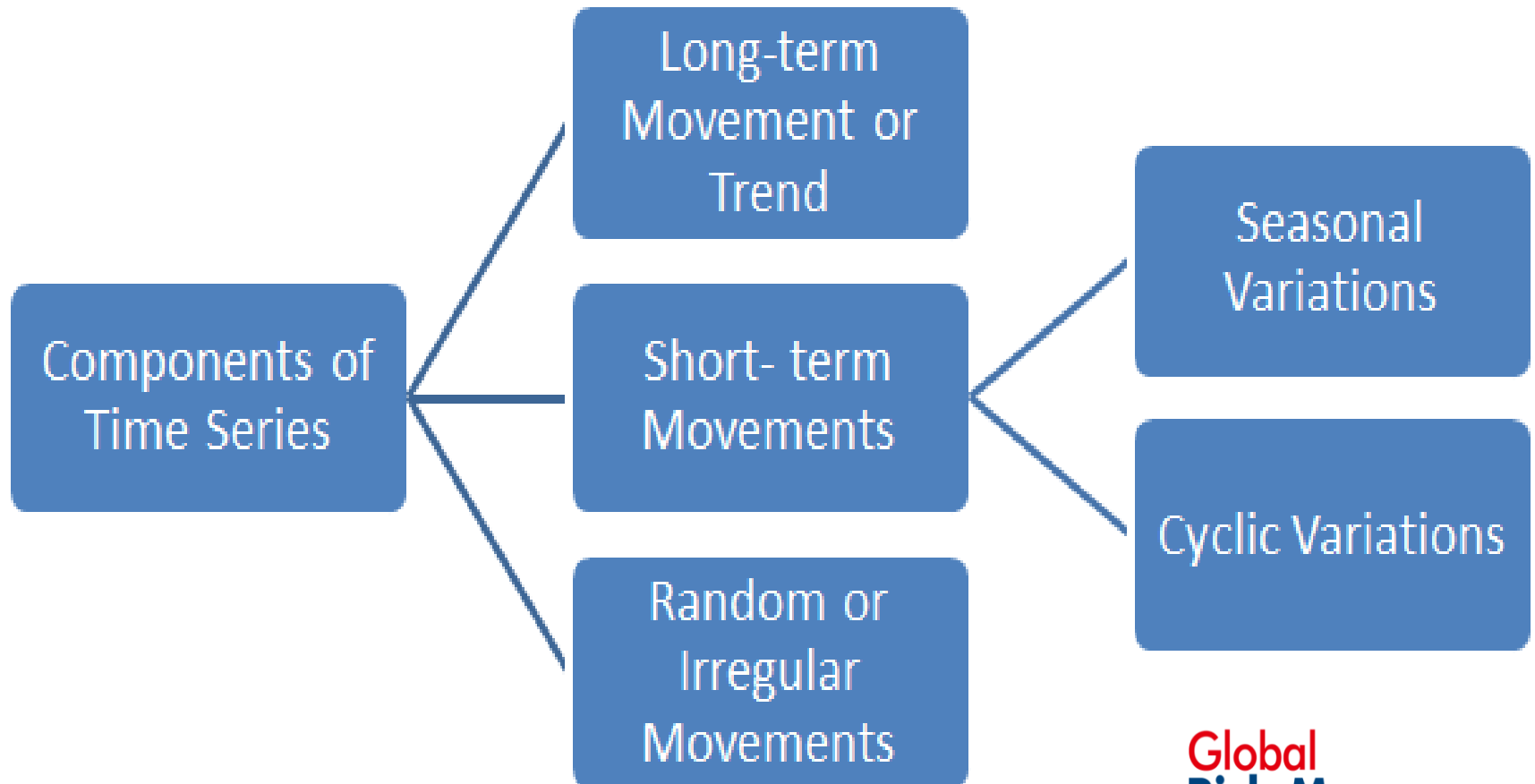
<b>Risk</b>	<b>Sources</b>	<b>Impact</b>
<b>Market</b>	<ul style="list-style-type: none"><li>• Failure to provide goods customers require.</li><li>• Market sector overall declines.</li></ul>	<ul style="list-style-type: none"><li>• Company ceases to trade.</li></ul>
<b>Credit</b>	<ul style="list-style-type: none"><li>• Company's credit rating is decreased (on, e.g. Standard and Poor's).</li><li>• There are going concern problems so suppliers are paid late.</li></ul>	<ul style="list-style-type: none"><li>• Company may not obtain materials needed for production.</li></ul>

# 1- Significant Financial Risks:

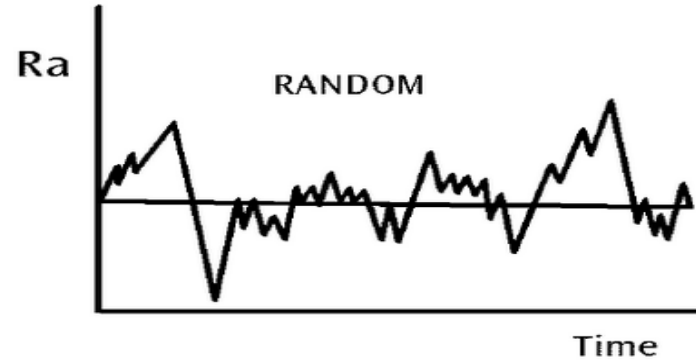
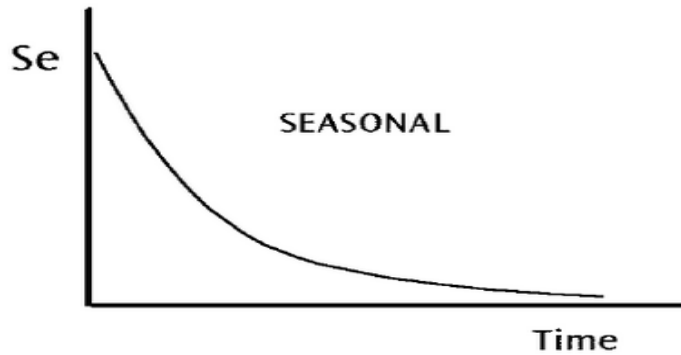
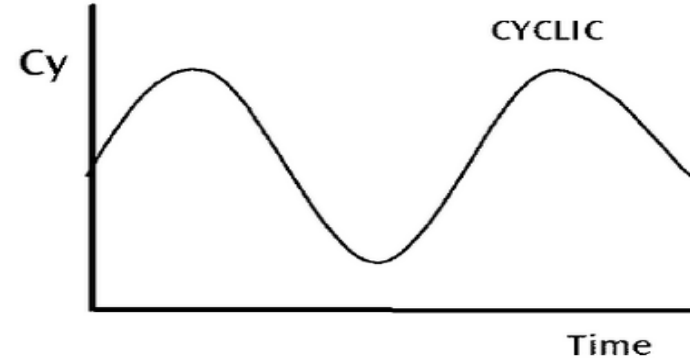
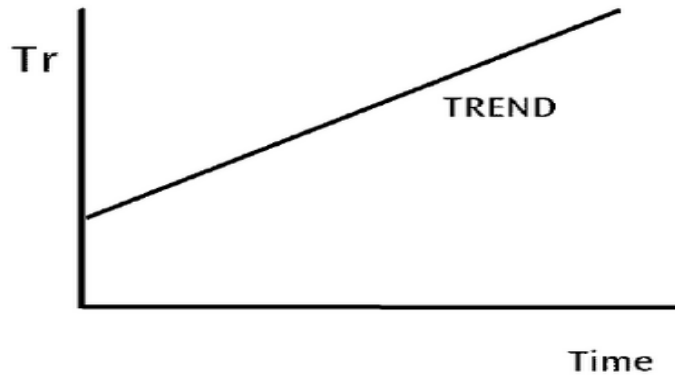
<b>Risk</b>	<b>Sources</b>	<b>Impact</b>
<b>Liquidity</b>	<ul style="list-style-type: none"><li>• Customers are not paying quickly enough.</li><li>• There is poor credit rating (as above).</li><li>• There is poor cash management.</li></ul>	<ul style="list-style-type: none"><li>• Company may not obtain materials needed for production or not pay for other inputs such as labour.</li><li>• Company may have to borrow at a high rate for short-term funding to cover liquidity problems.</li><li>• Company cannot meet its commitments which may lead to company failure.</li></ul>
<b>Technological</b>	<ul style="list-style-type: none"><li>• There is lack of investment in research and development (R&amp;D).</li><li>• Competitors achieve technological advantage.</li></ul>	<ul style="list-style-type: none"><li>• Products appear to be out of date.</li><li>• There is loss of market share.</li></ul> <p data-bbox="1456 1296 1895 1389"><b>Global Risk Management Day</b> by Copenhagen Compliance</p>

# THE FINANCIAL COLLAPSE AND THE TIME SERIES COMPONENTS.

# 2- THE FINANCIAL COLLAPSE AND THE TIME SERIES COMPONENTS.



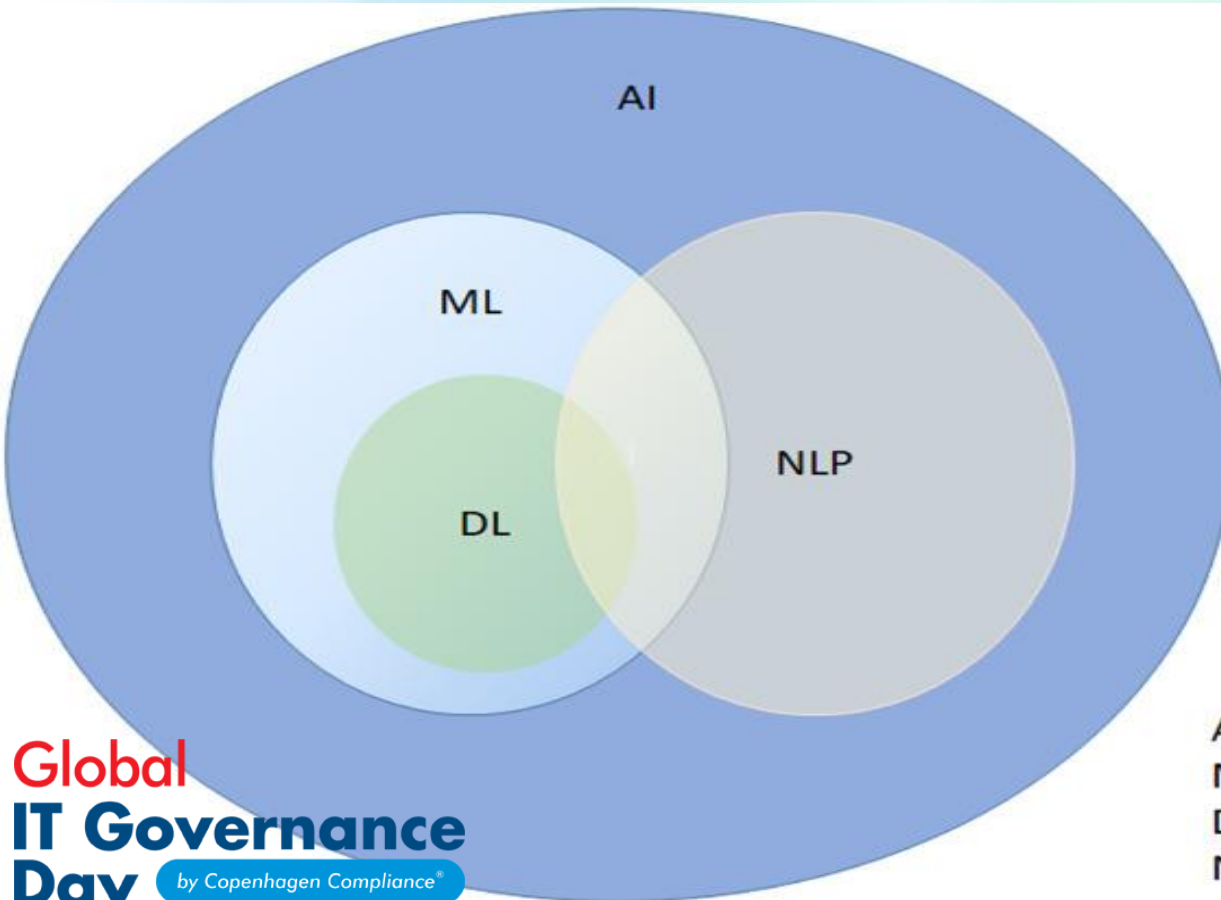
# 2- THE FINANCIAL COLLAPSE AND THE TIME SERIES COMPONENTS.



# DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.

# 3- DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.

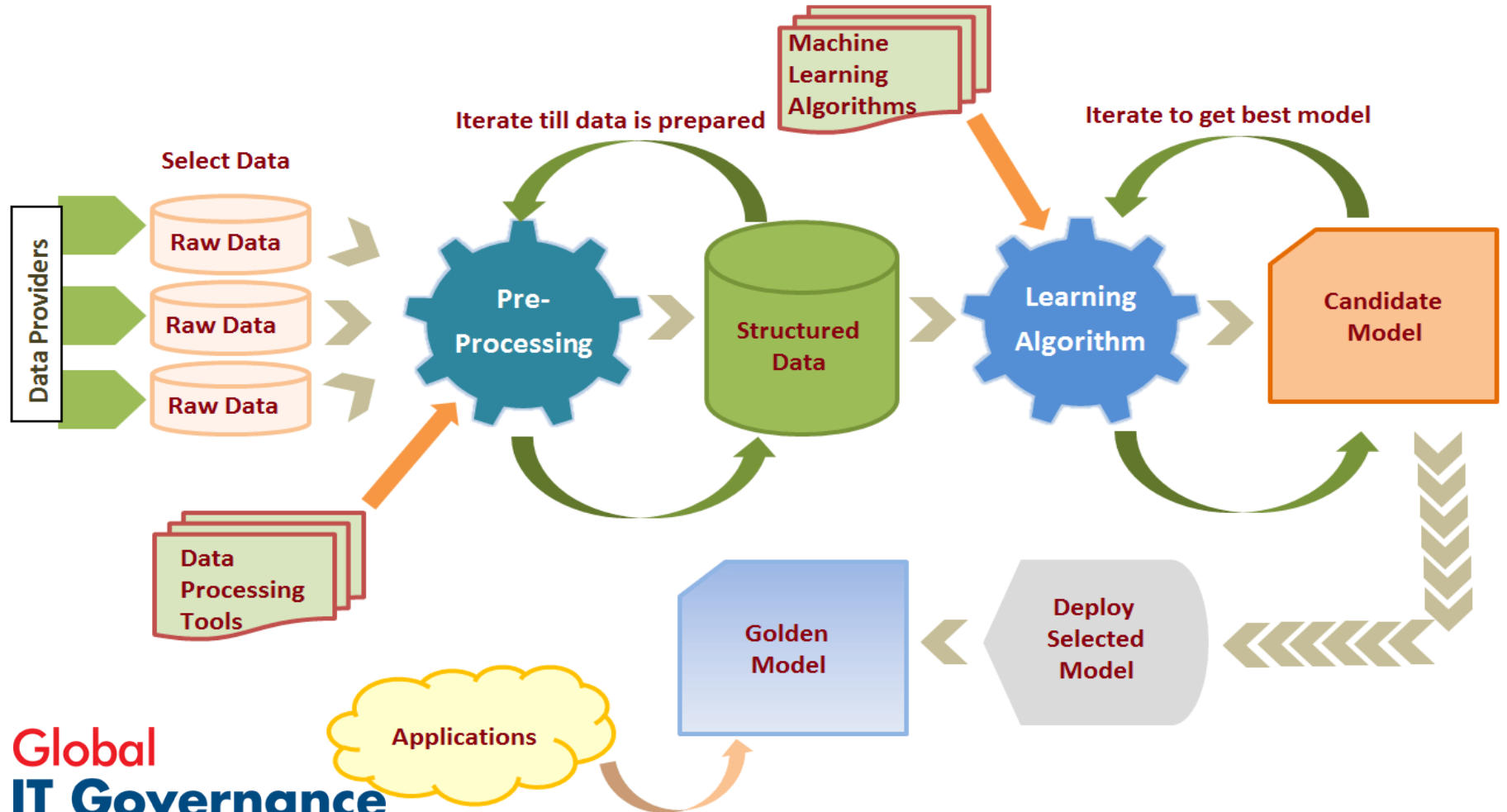
## Environment



AI: Artificial Intelligence  
ML: Machine Learning  
DL: Deep Learning  
NLP: Natural Language Processing



# 3- DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.



# 3- DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.

## Machine Learning in Finance

Financial Markets & etc.

Retail Banking

Insurance



# 3- DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.

## Machine Learning Applications in Finance

- Security
- Financial Monitoring
- Fraud Detection and Prevention
- Investment Predictions
- Risk Management
- Robo - advisory
- Trade Settlements
- Network Security
- Algorithmic Trading
- Money - laundering Prevention

# 3- DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.

- The intrinsic capability of social media for the quick distribution of new information is a direct outcome of this phenomenon.
- Because of the large amount of information available on social media, it is becoming more difficult to establish the origins of a rumor or conspiracy theory. Many deep learning algorithms, such as the Recursive Neural Network (RvNN) and others, have been employed to identify rumors based on how they are spread.
- Moreover, the deep learning algorithms employed in rumor detection only take into account patterns of deep propagation. They do not consider the broad dispersion structures present in the data that is being processed.

# 3- DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.

- One of their most essential characteristics is their ability to transmit and exchange knowledge, one of their most distinguishing characteristics. In this paper, a novel model for rumor transmission is presented, in which Graph Convolutional Networks (GCN) are used in combination with Long Short-Term Memory (LSTM).
- An evaluation of Sina Weibo is carried out with the assistance of the suggested technique. Combining a GCN with a top-down directed graph of rumor spreading, as illustrated in Figure 1, makes it possible to get insight into the patterns of rumor dispersion.

# 3- DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.

- Risk assessment using artificial intelligence
- Another big field that AI could be revolutionized is risk assessment. This is of enormous importance in many areas of finance. AI systems can use a wide range of information to calculate the risk of default in lending.
- Algorithms can learn from cases of

credit decisions and the repayment behavior of customers.

Recognize patterns from them and create profiles.

# 3- DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.

- In the case of a new credit request, the system compares

The customer's data.

checks for patterns and uses the analysis to classify his creditworthiness.

- The machine test not only provides knowledge and more security.
- AI can also be a powerful tool in market research.
- With the help of natural language processing, news from all over the world, social media activities and studies can be evaluated in order to make forecasts and identify investment trends at an early stage.

# 3- DEEP LEARNING/MACHINE LEARNING FOR MARKET, CREDIT & LIQUIDITY.

- With the help of such
  - predictive analytics tools,
  - geopolitical events can be considered and the stability of markets can be estimated.
- High-performance systems can make this assessment in real time, which holds great potential for ***high-frequency trading*** on the stock exchange.





- Contact me here:  
[linkedin.com/in/wajahatraja](https://www.linkedin.com/in/wajahatraja)