



Bribery & Corruption Awareness Part 2 - Avoiding and Refusing Bribes

Doing business in another country (or even your own country) can present challenges, particularly if the country is one where bribery and corruption are prevalent.

Understand that bribery can present itself in both obvious and subtle ways. Beware of subtle forms of bribery that can catch you off-guard! Bribery can result in serious legal implications for both you and your company.

The risks are huge. They include legal Risks, Prosecution, Fines and imprisonment, Large legal and compliance costs, organizational risks, loss of focus that takes up management time, internal disruption, reputational risks, loss of face, brand reputation damage, loss of key customers, and a decrease in morale. Remember that your reputation is valuable and worth protecting. Once you lose it, it can be very difficult or impossible to get it back.

Let's learn some basics for how to refuse a bribe. The first thing you can do is to simply explain the rule or policy. Do it in a business-like fashion and focus on the rule. Be bold and don't be intimidated. Live and act like you don't need what is being offered to you.

Let your honest reputation prevent bribery in the first place. If the person who is offering the bribe knows where you stand, he or she won't even try to bribe you! Let your personal position be known. You should professionally and politely explain that taking bribes violate your personal moral code, values, or religious views.

One important factor in avoiding bribery is stay away from potential situations altogether. Avoid the attempt and don't respond to calls or texts. Make it hard to contact you. Put up roadblocks and defenses so bribery won't be an easy thing to do. Of course you can always fight back! Threaten to complain or report it. The more upfront and solid you are, easier it will be to avoid bribery situations and deal with them effectively and professionally.

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