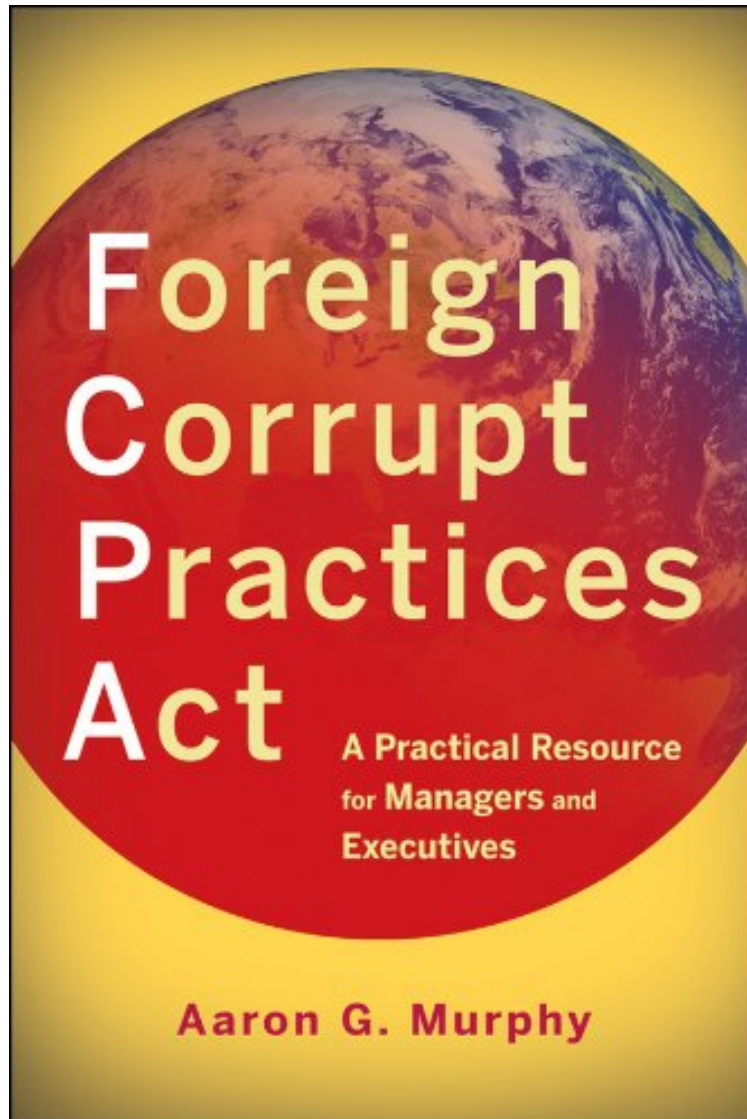


# Foreign Corrupt Practices Act: A Practical Resource for Managers and Executives

Aaron G. Murphy

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**Aaron G. Murphy : Foreign Corrupt Practices Act: A Practical Resource for Managers and Executives** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Foreign Corrupt Practices Act: A Practical Resource for Managers and Executives:

0 of 0 people found the following review helpful. and this is my favorite book on the FCPA By Paul J. Curley I am an in-house attorney engaged in compliance, and this is my favorite book on the FCPA. It is written in a straightforward, lively style that gets right to the point. It does not dwell upon purely academic topics, such as the history of the FCPA,

the larger effects of corruption on society, or deep analysis of individual cases. There are other books for that. Instead, this "Practical Resource for Managers and Executives" simply communicates what you need to know to stay out of trouble. Whenever I travel around the world to give training sessions to my company's personnel, or make presentations at conferences, I take this book with me on the flight and re-read portions of it -- for the sole purpose of remembering the tone that I want to convey in my presentation: clear, straightforward and engaging. Highly recommended.

2 of 2 people found the following review helpful. Practical, thought provoking and an easy read

By David Bolton

The book is easy to read and it keeps your attention (not like a textbook which is dull). Aaron keeps the subject moving and the subject matter is timely and very helpful if you are looking for an FCPA and UK Bribery Act reference on what you need to do to stay 'legal'. I also like that he kept the technical (legalese) stuff out and put the FCPA Act in the appendix instead of embedding it in the book. Eventhough he is a lawyer, he does not write like one!! I would highly recommend it for anyone looking for information on this subject matter. I used this book to prepare for a presentation on the FCPA and it gave a lot of great ideas to apply towards making sure that my company is compliance with the FCPA and UK Bribery Act.

0 of 0 people found the following review helpful. Very Accessible Overview of the FCPA

By An Appreciative Reader

Surprisingly readable introduction to the FCPA. It avoids legalese and includes many interesting examples based on Murphy's experiences consulting with clients around the world. I was able to finish it in a couple of sittings and feel that I now have a pretty solid understanding of the key principles of the FCPA. I have already recommended it to several of my business colleagues who are doing international trade. While there are other FCPA books out there that take a deeper dive and go into greater detail--and while it is no substitute of legal advice and a solid compliance program--if you need a book that will painlessly provide you with the key principles--this is it. Having it delivered right away on Kindle only added to the positive experience.

A thoroughly pragmatic guide to the U.S. Foreign Corrupt Practices Act (FCPA) This is a critical FCPA training resource for executives, managers, sales, marketing, finance and accounting personnel, as well as high level professionals. The ideal resource for any business that takes FCPA compliance seriously and truly desires to foster a deep understanding of real-world corruption issues in their employees A great resource for business school courses on international business or business ethics and anyone interested in understanding these issues for their own professional growth Includes in-depth analysis of all major FCPA risk areas, including discussions of how FCPA issues arise in real-world business situations Covers all aspects of bribery and FCPA compliance issues to ensure that your business is not exposing itself to financial scandal or criminal prosecution FCPA compliance is mandatory for nearly all international businesses operating in today's global economy. This book serves as the perfect training tool to mitigate your organization's risk to FCPA violations, which is one of the top enforcement priorities for the Department of Justice (DOJ) and the Securities and Exchange Commission (SEC). Praise for Foreign Corrupt Practices Act: A Practical Resource for Managers and Executives "Aaron Murphy's book is absolutely fantastic. As a seasoned lawyer and compliance professional, having worked for fortune 100 companies with global operations for many years and being an FCPA expert myself, I have never come across a more detailed yet easy to read book on FCPA. It contains practical advice and provides examples that are put into context, that the reader can easily relate to and that take into consideration different cultures and customs. A must read for any individual/ organization doing business abroad."

mdash;Fabiana Lacera-Allen, Senior Vice President Chief Compliance Officer, Elan Drug Technologies "This book is essential reading for anyone conducting business outside US borders. Executives, managers, sales, marketing, finance, and legal professionals will find sound practical advice to protect themselves and their companies from FCPA violations when operating globally. Much more than a general survey, this book offers scores of real world examples and serves as an easy-to-read, how-to resource for employees at all levels of a company. It will be a valuable reference tool for many years to come."

mdash;Jeff Taylor, former US Attorney for the District of Columbia and former counselor to Attorneys General John Ashcroft and Alberto Gonzales "If you are a manager involved in any kind of international dealingsmdash;which is to say, if you work for any major firm in today's global marketplace;you need to study Aaron Murphysquo;s comprehensive, precise and highly readable analysis of life under the Foreign Corrupt Practices Act (FCPA). Few FCPA violations are intentional, yet the consequences even of unwitting violations can be drastic for you, your colleagues, and your firm. Murphysquo;s book shows why business practices perfectly acceptable at home are federal crimes in other settings, how to think your way through ambiguous situations, andmdash;perhaps most importantmdash;when to get expert advice. It is a field guide to a world where authority and discretion are all too often up for sale, and a resource that will help you avoid troublemdash;and even succeedmdash;within the bounds of this crucial yet little-understood legislation."

mdash;Michael Johnston, Charles A. Dana Professor of Political Science, Colgate University "Every businessperson working in the emerging markets should read and understand the way in which their actions and behaviour may fall subject to the FCPA. This

From the Back Cover

Companies don't pay bribes. People do. Train your people. Protect your company. "Aaron Murphy has written the best practical guide to avoiding FCPA perils in print today. He hits all the buttonsmdash;including the ones you didn't know exist. So you've endured the usual PowerPoint presentations?

Convinced that you have what you need to sidestep overseas bribery? Get ready for a surprise." mdash;Tom Donaldson , Mark O. Winkelman Professor, Wharton School of the University of Pennsylvania "Aaron Murphy has written a marvelous book on the increasingly complex and difficult challenges posed by the Foreign Corrupt Practices Act (FCPA) . . . What I love most about Aaron's book, however, is its emphasis on culture, leadership, and process in addressing FCPA risk . . . It will be helpful to specialists, and even more so to business leaders and managers, in doing what the overwhelming majority of those leaders and managers strive to domdash;lead with integrity." mdash;Brackett Denniston, Senior Vice President and General Counsel, General Electric CompanyAbout the AuthorAARON G. MURPHY is a partner in the international law firm of Latham Watkins. He has advised on FCPA matters on five continents and has conducted in-country bribery investigations in more than a dozen countries in Asia, Africa, the Middle East, Central Asia, and Europe. His clients include Fortune 100 companies, small- and mid-sized companies both public and private, as well as individuals.