





# Introduction

Banks and financial institutions have been hit with record penalties in recent years over failures to identify criminal activities and alert the authorities. In response many banks now over-report, filing hundreds of thousands of Suspicious Activity Reports (SARs) to avoid subsequent punishment by regulators. With a lack of feedback provided by government law enforcement or intelligence agencies to the submission of SARs, the current system is inefficient and runs the risk of creating more noise that drowns out the useful signals that would reveal money laundering or terrorism financing.

By necessity, organized crime and terrorist groups exploit financial institutions to raise, move, hide and launder their money. Analysts in banks and financial institutions play a crucial part in helping governments defend, deter, disrupt and detain criminals and terrorists.

From a societal perspective, failure to comply with AML regulations leads to a comfortable financial environment for our adversaries, and insecurity for ourselves, spanning the full range of criminality and terrorism.

From a business perspective, failure to comply with AML regulations can have direct consequences including; financial penalties, diminished reputation, loss of business license, failure to meet due-diligence standards, loss of revenue and even imprisonment.

The Jane's training workshop on Dynamic Thinking for Anti-Money Laundering helps analysts in banks and financial institutions form vigilant and inquiring minds to counter money laundering and terrorist financing in the financial services industry.

The Jane's workshop provides a new, innovative and dynamic approach built on decades of real-world experience in the fields of counter-terrorism and investigation of organised crime.

To report effective, high-value SARs, requires analysts who understand how criminal and terrorist groups operate, while also understanding how law enforcement and intelligence agencies conduct their investigations and the important role played by SARs. Knowing how to communicate suspicions in a format that "talks their language" is key to making SAR submissions more effective and impactful.

Most importantly, individuals charged with this responsibility must possess a vigilant mindset, the skill of critical thinking and a well-honed inquiring mind. They must be willing to continuously learn and be open to challenging the status quo.

Our aim is to inspire individuals to engage proactively to identify money laundering and suspicious activity that could be an indicator of terrorism financing.

The Jane's workshop takes a people-centred approach, since it is the analysts in banks and financial institutions who are the key asset to countering money laundering and terrorist financing. The Jane's workshop helps individuals and teams build the habits of mind they need to respond to the complex and fast changing environment in which they work.



There are three core objectives to the Jane's workshop that will enable the attendees to do the following:

## **WORKSHOP OBJECTIVES**



## Understand the 'bigger picture' and benefits of identifying suspicious activity

Form an insightful and practical understanding of the important role of analysts in banks and financial institutions in supporting law enforcement and intelligence agencies.



## Develop a dynamic mindset

Develop a dynamic mindset charged with analytical tools and techniques to identify and report suspicious financial activity.



# Acquire new skills

Depart the workshop feeling inspired, armed, and ready to employ their new skills.

The workshop outlined in this overview can be tailored to a specific client audience and the elements in the course can be expanded or amended according to client requirements.



# **Course Overview**

DAY 1.	Dynamic Thinking Mindset
Introduction	
Understanding Suspicious Activity	
Case Study: Criminal MO	
Simulation Exercise	
Day 1 Review	

DAY 2.	Dynamic Thinking Skills
Recap and Group Presentation	
Collaborative Vigilance	
Simulation Exercise	
Wrap-up and Review	

#### DAY 1: DYNAMIC THINKING MINDSET

#### 09:00 - 09:30

#### Welcome and introduction

We start off by engaging participants in a short challenge to solve a terrorist financing mystery. The exercise is carefully led by our experienced facilitators, who all have significant personal experience investigating organised crime and terrorism, to bring out a series of important issues which frame the remainder of the training.

#### 09:30 - 12:30

#### Block 1

**Understanding suspicious activity:** Following an examination of the common components of money laundering and terrorist financing, we discuss the impact failing to identify and report suspicious activity can have on our business and our society.

**Case Study:** Through lively stories, discussion, group work, and Q&A, we explore how criminal groups operate, discuss the pros and cons, and examine various strategies for countering them.

## 12:30 - 13:30

#### Lunch break

#### 13:30 - 17:00

### Block 2

**Dynamic Mind-Set:** Following discussion and reflection, we then examine how the brain fails and succeeds in complex environments. Through experiments and mini-exercises, participants experience first-hand how cognitive behaviours can affect our ability to identify suspicious activity.

**Simulation Exercise:** In groups, the participants will practice techniques to overcome challenges, and begin to build the foundations of a vigilant and inquiring mind-set.

**Wrap-up and Review:** In teams, the participants will identify and discuss the all-important "So what for me, my team and my organisation". This session will also include preparation for short team presentations on Day 2.



# DAY 2: DYNAMIC THINKING SKILLS

#### 09:30 - 12:30 Block 1

**Collaborative vigilance:** In preparation for the simulation exercise, the facilitator offers advice on how to organise a team to encourage Dynamic Thinking and enhance vigilance through improved collaboration.

**Simulation Exercise:** Having formed an understanding of the theory, experienced the limitations of the mind in practice, and learned new techniques for thinking dynamically, participants then put their new skills and knowledge to the test in a live simulation exercise; a team effort involving managing and responding to a complex and fast-moving environment.

The exercise has been designed to allow participants to put the theory and tools and techniques to practical effect. The analysts' job will be to determine what is happening, identify courses of action, and then make recommendations. In addition to testing and challenging the Dynamic Thinking skills of the participants, the exercise requires judgment and decision-making under pressure, briefings and presentations, communicating uncertainty, negotiation and persuasion.

12:30 - 13:30	Lunch break
13:30 - 17:00	Block 2 Simulation Exercise: The exercise continues.
13:30 - 17:00	Wrap-up and review, including discussion of next steps and implementation of Dynamic Thinking principles

# **Course Delivery**

Key messages, ideas for change, and new personal behaviours are established through an engaging, participant-focused delivery. A mixture of lectures, case-studies, Q&A, simulations, teamwork and debate is used to ensure learning is achieved in a stimulating environment.

# Contact / More information

For more information on this and other OSINT training courses, or to register for a course, visit the <u>OSINT Training home page</u>, or contact the Jane's Sales department on:

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