

How To Deal With Risk

1

Understand Vision and Mission -
Passion Your Greatness

- Purpose
- Goals
- Priorities

2

Identification

Attributes - People

- What are your strengths?
 - What can you learn the fastest?
 - Team of explorers
 - Risk Partners
- Whole New Mind - right side of the brain attributes as well as the left.

Process

- Adopt framework for recognizing, assessing and managing risk.
 - Open the information platform to all Lines of Business.
- What can we learn the fastest?
 - What is our passion?
 - What do we want to focus on?
 - Lessons Learned
 - Dashboards

Risk

- Scenarios
- Deal Flow
- Due Diligence
- Parties' Responsibilities
- Random vs. Learnable
- Unrewarded vs. Rewarded
- Subject Matter Experts

5

Dashboards

- Follow Risk Flow
- Share Your Knowledge
- Keep moving forward in your niche of greatness

4

Informed Decision

What deals to do

- Deal Structure
- Risk Network
- Contract Deal Terms
- Insurance

How to deal with risk

Create Deal Flow / Pipeline

3

Generic KRI Data

Analyze Top Risks - 80/20 Rule

- Color
- Risk IQ Scores
- Percentages

Assess contracts in a simple and meaningful way towards rewarding risk.

Contract Portfolio Analyzer

understand your contract portfolio

understand where new deals fit in your contract portfolio.