The New Psychology of Fraud

This story-based audience favorite will disrupt everything you thought you knew about fraud, including which tools are effective for detection and deterrence. Attendees will learn why many of our assumptions are flawed, why some of the most trusted investigative practices actually lead us off-course, and how auditors, investigators and others unwittingly assist fraud schemes. The session will address topics such as behavioral profiling, psychological assessments and other commonly used industry tools. Scientific research is combined with Toby's first-hand accounts in this powerful talk that exposes myths and the dangers lurking in our assumptions related to this ever-growing threat.

*Optional - This session offers a powerful, live EEG demonstration (visual representation of brain activity) allowing attendees to witness the cognitive patterns that correspond with deception and effective skepticism.

Major Subjects:

- How we unwittingly assist in the production of misleading information
- The psychology of deception and self-deception
- Effective evidence screening
- Why we overlook obvious red flags
- How our intuition and assumptions can lead us astray
- Improving judgment and skepticism related to various threats

Learning objectives: Attendees will challenge superficial assumptions regarding fraud and deception and gain a deeper understanding of effective cognitive tools to screen evidence, assess cultural influences, critically review investigative tools, and recognize the relevance of criteria.

Level: Basic
Prerequisites: None
Advanced preparation: Not required

Hours: 1-8. Session available in 1-2 hour keynote format, a 1-4 hour presentation format or 4-8 hour workshop format.

Designed for: All organizational members will benefit from this session but particularly analysts, auditors, governance and security and compliance professionals, and those working in the IT, HR, legal, and medical professions as well as executives, policymakers and other decision makers interested in a deeper understanding of fraud and related threats.

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