

# Managerial FRAUD

Executive Impression Management,  
Beyond Red Flags



TERRY A. SHERIDAN

# Managerial Fraud Executive Impression Management Beyond Red Flags

**Terry A. Sheridan**



## **Managerial Fraud Executive Impression Management Beyond Red Flags:**

Managerial Fraud Terry A. Sheridan, 2016      *Managerial Fraud* Terry A. Sheridan, 2016-05-13 Most frauds perpetrated by senior managers take longer to uncover than those by other occupational groups and they steal more. This is a serious problem world wide. Currently the Red Flag approach is used by auditors to prevent and uncover fraud and in some countries it is statutory. However the existing approach does not catch managerial fraudsters quickly or very often. In *Managerial Fraud* Dr Terry Sheridan reports the findings of her study of fraudulent executives. Her work illuminates the particular methods fraudsters employ to appear more authentic than the average person and reveals two types of executive fraudster with very different behaviours. All this helps to explain why the current Red Flag approach fails to identify potential fraudsters and instead tends to focus on Red Flag executives who are negative characters but non fraudulent and accounts for the problem auditors face who see Red Flag indicators and are obliged to conduct further audits yet find nothing of substance. During the author's research the innocent colleagues who worked closely with fraudulent managers have for the first time been interviewed about their experiences and had their impressions analysed leading to the development of an innovative typology of fraudulent executives based on Impression Management Theory. Better understanding of what Dr Sheridan has uncovered might result in organisations being able to reduce their exposure to fraud perpetrated by their own senior management.

Business Threats and Opportunities in the Western Balkans Hristina Runcheva Tasev, Elena Makrevska Disoska, 2021-10-15 This book provides a comprehensive outlook of expected long term economic changes in the Western Balkans inspiration for involved decision makers and ways to leverage the opportunities of the COVID 19 pandemic. It considers how the organizational aspects of enterprises changes in consumer behavior the rise of informational technologies and the expansion of the digital market can create economic growth based on lower carbon consumption and sustainable growth based on green and clean solutions. The length and depth of the current economic crisis will depend on a combination of effective policies incentives and management systems that can balance between the protection of public health and economic well being.

Malevolent Managers Terry A. Sheridan, 2017-05-15 Dr Terry A Sheridan employs a new and unique theoretical perspective to examine how malevolent tyrannical and mediocre managers commonly use violence in the workplace not necessarily physical violence but bullying overt and covert emotional abuse all forms of negative behaviour that are damaging to individuals and organisations. The theoretical basis for the author's analysis and prescriptions is the new perspective of Executive Impression Management which stems from Dr Sheridan's research into the differences between a number of types of executives from their co workers point of view. That investigation developed indicators to identify different negative management types and also helped define what has been called respectful management the sort exercised by those managers who are good stewards. What makes this book unusual is that it is derived from qualitative research and covers an area where hardly any scholarly work has been produced. The author argues that the research methodology

employed has resulted in a better understanding of impression management than has hitherto been possible. It addresses the confusion that often abounds regarding who is a good or bad manager and the fact that we can identify bad management through measures of company or organisational performance but not how and why it went wrong. It will assist the leadership of organisations to make the right decisions about recruitment and promotion and to identify and challenge poor performance effectively.

Fraud and Corruption in Public Services Mr Peter Tickner, 2015-10-28. Fraud, corruption and bribery in and around public services have become an increasing concern in recent years. The reported level of fraud and corruption affecting the public sector has remained unacceptably high despite numerous national and international initiatives intended to tackle these crimes and their consequences. *Fraud and Corruption in Public Services* is a definitive practical guide to the diverse risks that arise in central and local government. There is guidance on civil and criminal law around fraud, bribery and corruption as well as the national and international governmental measures and initiatives for countering this form of criminality. Most importantly of all, the book offers advice, practical examples and strategies for preventing and combating fraud, bribery and corruption. The text is readable, well informed and intensely practical, illustrated throughout with real life examples from the author's 40 year career.

**Handbook of Research on Organizational Culture and Diversity in the Modern Workforce** Christiansen, Bryan, Chandan, Harish C., 2017-03-24. Optimal development of contemporary businesses is dependent on a number of factors. By creating novel frameworks for organizational behavior, effective competitive advantage can be achieved. *The Handbook of Research on Organizational Culture and Diversity in the Modern Workforce* is a comprehensive reference source for the latest scholarly content on components and impacts on effecting culturally diverse workplace environments. Highlighting a range of pertinent topics such as emotional intelligence, human resources and work life balance, this publication is ideally designed for managers, professionals, researchers, students and academics interested in emerging perspectives on organizational development.

The Changing Face of Compliance Ms Sharon Ward, 2015-12-28. In *The Changing Face of Compliance*, Sharon Ward explores the relationship between regulation and compliance, offers insight into the effectiveness of current functions and determines the key influences on regulation and compliance. The text is a mix of hands-on advice, examples and research drawn from interviews with compliance officers across a wide range of jurisdictions and sectors. This is a thoughtful and timely book whether you are concerned about the growing and changing implications of regulatory risk, the benefit of leveraging additional value from your compliance function or ways of transforming and sustaining the function to ensure its continued relevance to the business.

*Social Issues in the Workplace: Breakthroughs in Research and Practice* Management Association, Information Resources, 2017-11-30. Corporations have a social responsibility to assist in the overall well-being of their employees through the compliance of moral business standards and practices. However, many societies still face serious issues related to unethical business practices. *Social Issues in the Workplace: Breakthroughs in Research and Practice* is a comprehensive

reference source for the latest scholarly material on the components and impacts of social issues on the workplace Highlighting a range of pertinent topics such as business communication psychological health and work life balance this multi volume book is ideally designed for managers professionals researchers students and academics interested in social issues in the workplace Malevolent Managers Dr Terry A Sheridan,2016-01-28 Dr Terry A Sheridan employs a new and unique theoretical perspective to examine how malevolent tyrannical and mediocre managers commonly use violence in the workplace not necessarily physical violence but bullying overt and covert emotional abuse all forms of negative behaviour that are damaging to individuals and organisations The theoretical basis for the author s analysis and prescriptions is the new perspective of Executive Impression Management which stems from Dr Sheridan s research into the differences between a number of types of executives from their co workers point of view That investigation developed indicators to identify different negative management types and also helped define what has been called respectful management the sort exercised by those managers who are good stewards What makes this book unusual is that it is derived from qualitative research and covers an area where hardly any scholarly work has been produced The author argues that the research methodology employed has resulted in a better understanding of impression management than has hitherto been possible It addresses the confusion that often abounds regarding who is a good or bad manager and the fact that we can identify bad management through measures of company or organisational performance but not how and why it went wrong It will assist the leadership of organisations to make the right decisions about recruitment and promotion and to identify and challenge poor performance effectively **The Executive Impression Management Process of Non-Fraudster Executives** Terry A. Sheridan,2010 This working paper discusses the impression management process upon recipients of non fraudster executives There were found two types of non fraudster IM types the Benign and the Inconsistent Malevolent which presents in two forms the Superior and Inferior There is a discussion of the basis of Goffman s impression management from the recipients point of view of authenticity trust morality and the self for the two types

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