

Auditing For Profit

COURSE DURATION: 1-day

CPE HOURS: 8

LEVEL: Intermediate / Group-Live

PREREQUISITES: None

ADVANCE PREPARATION: None

The last year has been a trying one for auditors. Much of our audit budget was expended on Sarbanes Oxley, Gramm Leach, Bliley and HIPAA at the expenses of other audits that were deferred. While these legislative requirements will never go away, the bulk of the work is behind us. At Canaudit, we believe that now is the time to switch gears into the Auditing for Profit mode. Using the documentation created during SOX compliance as a starting point we can identify processes that are ineffective and transaction flows that are inefficient. By focusing on cash flow potential, we can produce a better return for our organization. Through observation, we can identify labor intensive processes that can be rationalized. We must also make better use of our limited audit resources so that we can do more audits and shorten the audit process.

This seminar is intended to inspire creative thought processes, audit innovation and staff rejuvenation.

WHO SHOULD ATTEND

This seminar is intended for audit directors, managers and senior auditors.

SEMINAR OUTLINE

I The Auditing for Profit Concept

- Understanding Auditing for Profit
- Using existing documentation to identify inefficiencies
- Opening minds, inserting ideas
- Combating Can't-ism
- Changing the audit process

II Auditor Productivity

- Auditor, heal thyself first
- The Canaudit Integrated audit approach
- Planning the audit
- Effective use of audit software
- Deeper coverage, less hours

III Employee Productivity

- High cost resources poorly utilized
- Meetings vs. decisions
- Gordie's cost calculator
- Politics vs. performance
- Travel and Entertainment
- Expanding empires
- Gordie's three laws
- Auditor risk
- Identifying uneconomical practices

IV The Cash Flow Approach

- Identifying uneconomical practices:
 - poor cash flow
 - underutilized assets
 - labor intensive practices
 - redundant or unnecessary procedures
- Suggested focus areas:
 - accounts receivable
 - accounts payable
 - procurement
 - sales and order entry
- Targeting specific procedures
- Quantifying the potential
- Using software to extract specific examples
- Creating viable recommendations

V Asset Utilization Approach

- Suggested focus areas:
 - inventory
 - plant & equipment
 - fixed assets
 - investments
 - computer technology
 - maintenance
 - other areas
- Identifying under-utilized assets

VI Identifying Labor Intensive Practices

- Suggested focus areas
 - office and administrative procedures
 - ERP and transaction processing
 - branch or regional operations
- Targeting specific procedures
- Quantifying the potential
- Using software to extract specific examples
- Creating viable recommendations
- Building the business case
- Identifying areas for outsourcing or re-engineering

VII Identifying Customer Dissatisfaction

- Customer frustration reduces revenues
- Call management systems
- Internet ordering issues
- Ensuring customer satisfaction

VIII Closing Comments