

## **ETAU LEVEL II: ACQUIRING PAYMENTS RISK/FRAUD MANAGEMENT: TRENDS & TACTICS**

### **CONTENT OUTLINE**

#### **Learning Objectives:**

At the end of the course, participants should be able to:

- Have a better understanding of the current trends and risks in the industry
  - Governmental involvement from a risk perspective
  - New trends in fraud
- Have a better understanding of tools that can be used in the underwriting process
- Have a better understanding of the risks involved with certain types of merchants and transactions (high risk)
- Have a better understanding of how to ensure proper guidelines and monitoring tools are in place in both Underwriting and Risk
- Have a better understanding of how to monitor your portfolio and what metrics to review from a risk perspective

#### **I. Industry Fraud Trends**

- ❖ The Government's affect on Underwriting and monitoring
- ❖ Current Fraud Trends

#### **II. Merchant acquisition/underwriting current industry trends**

- ❖ Underwrite an account
  - Resources for verification
  - Items to review on higher risk accounts
- ❖ Merchant assessment criteria
- ❖ Setting reserves
- ❖ Policy changes to make due to current trends and the economy

#### **III. Risk Management**

- ❖ Transaction monitoring techniques
  - Typical review items
  - Other items to review to mitigate risk
- ❖ Portfolio review
  - The proper metrics to review
  - Who you should pay attention to
- ❖ Policy changes to make due to current trends and the economy

#### **Who should attend:**

- Underwriting managers that want to learn risk
- Risk managers that want to learn underwriting
- Managers with 4 - 6 years experience