

THE WZ METHOD AND INTRODUCTORY STATEMENT



Wicklander-Zulawski Europe

Construct the listed components of the WZ Method, including your Introductory Statement and the rationalisations for you investigations. The outline to your approach should be based on the subject profile and the facts of the case. Use the spaces below to record your outline.

Who we are and what we do.	<p>As you know, my name is _____ and I work with the _____ department. My job is to help to protect the company assets. These assets can include _____ and the most important asset, the _____.</p> <p>Like all companies, we have losses and we realise that these losses come in a variety of ways, For instance, it would simply be employee errors or sloppiness, it could be someone outside the company and it could also be employees taking things. The major concern of our company would be those employees who are taking trailer loads of stock, or hundreds and thousands of pounds, rather than things which are much more minor.</p>
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Types of Losses/Issues	<p>As I said, employees sometimes take things, are there are many ways in which an employee could take money and stock from the company. They could do things like...</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 33%; text-align: center;"><u>Merchandise (if applies)</u></th> <th style="width: 33%; text-align: center;"><u>Money (if applies)</u></th> <th style="width: 33%; text-align: center;"><u>Other issues</u></th> </tr> </thead> <tbody> <tr><td>_____</td><td>_____</td><td>_____</td></tr> <tr><td>_____</td><td>_____</td><td>_____</td></tr> <tr><td>_____</td><td>_____</td><td>_____</td></tr> <tr><td>_____</td><td>_____</td><td>_____</td></tr> <tr><td>_____</td><td>_____</td><td>_____</td></tr> <tr><td>_____</td><td>_____</td><td>_____</td></tr> <tr><td>_____</td><td>_____</td><td>_____</td></tr> </tbody> </table> <p>Like I said, there are lots of things an employee could do to take money or stock if they really wanted to.</p>	<u>Merchandise (if applies)</u>	<u>Money (if applies)</u>	<u>Other issues</u>	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
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How an investigation is conducted	<p>When we have these losses, we initiate an investigation. I'm not sure how familiar you are with how investigations are conducted, but some of the things we do are...</p> <p style="text-align: center;"><u>Investigation Techniques</u></p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>The problem with an investigation is, is as much as it will tell us what has happened, when it happened, and who is responsible, it never tells us why things happen, and that is what is most important.</p>
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Rationalisation options – One	Based on facts of the case: _____ _____ _____
Change Perspective	Based upon subject background: _____ _____ _____
Rationalisation options – Two	_____ _____

Possible assumptive or enticement questions	Assumptive? _____
	Follow-up Question: _____ Assumptive? _____
	Follow-up Question: _____ Choice Questions? _____
	Enticement? _____
	Enticement? _____

Plan B:	_____ _____ _____ _____ _____ _____
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