


# Concept 4 : The Grey Zone

Novartis PPE eLearning

# The Grey Zone:

A Public Policy Engagement mystery



 This course contains audio.

 30 minutes

Select **Start** to begin

**Start** →

## An unusual invitation

On a stormy Monday morning, you're minding your own business and researching parking violations.

Select > to continue.



## An unusual invitation

The last thing you are expecting is a hand delivered note from HQ.

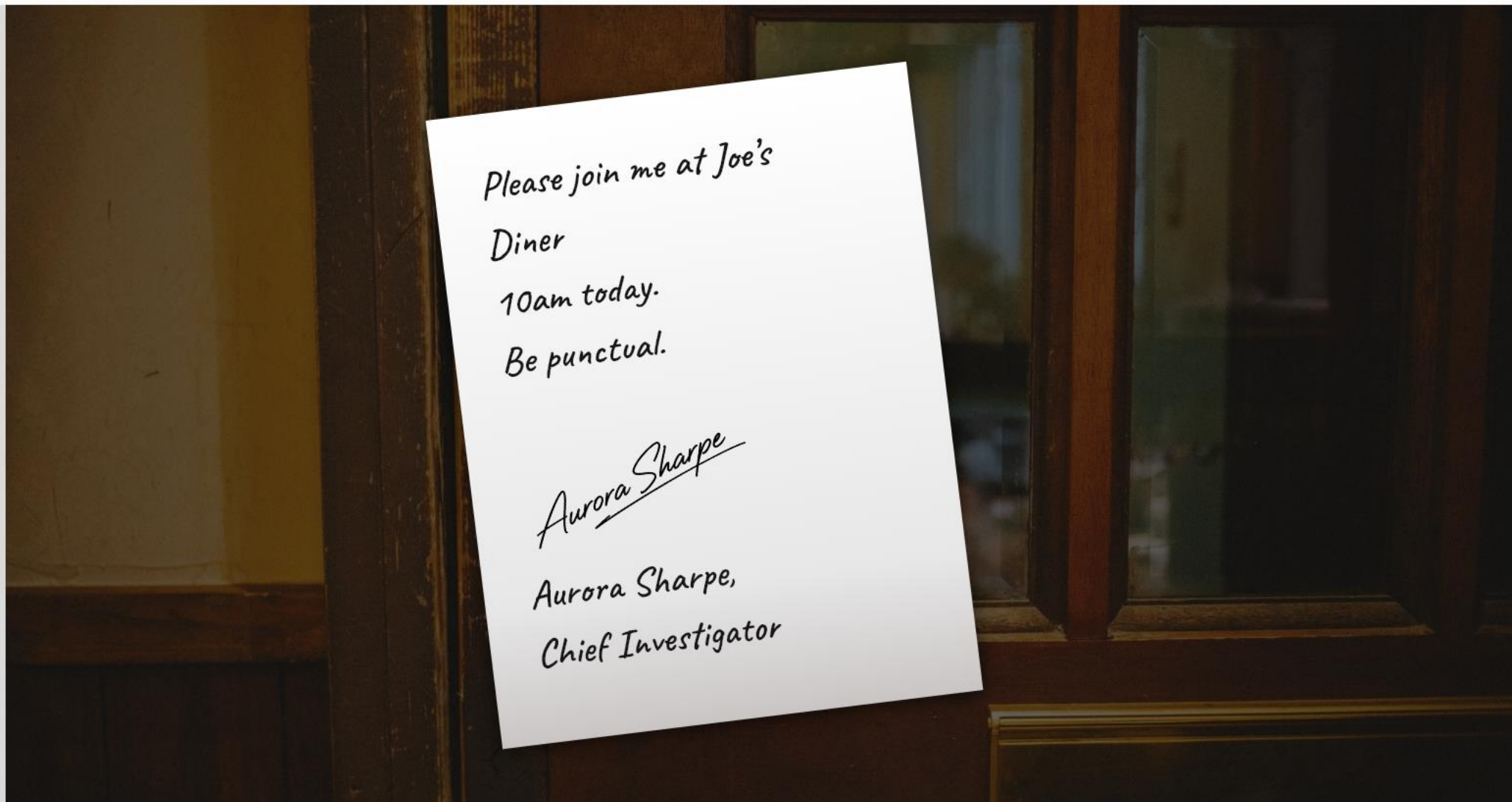
*Select > to continue.*



## An unusual invitation

That looks like an order,  
not an invitation.

Select Next to continue.



# An unusual invitation



Aurora Sharpe is seating in a café.



-00.27



## An unusual invitation



Yes, I sent you that note. Let me tell you why all this matters to us....



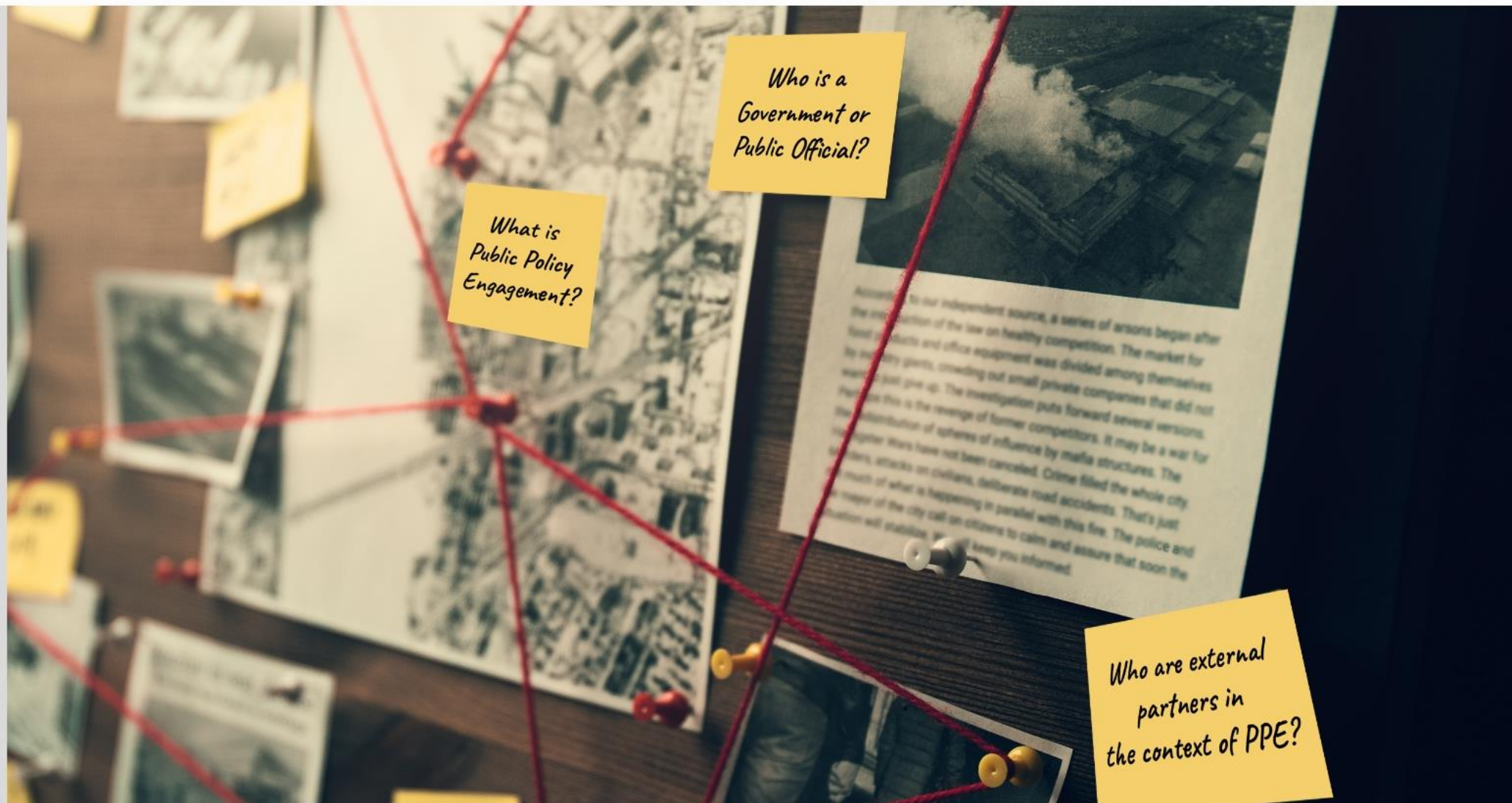
-00.27



## Key definitions

When faced with a mystery, always start by establishing the facts. You've identified three avenues of investigation.

Select > to continue.



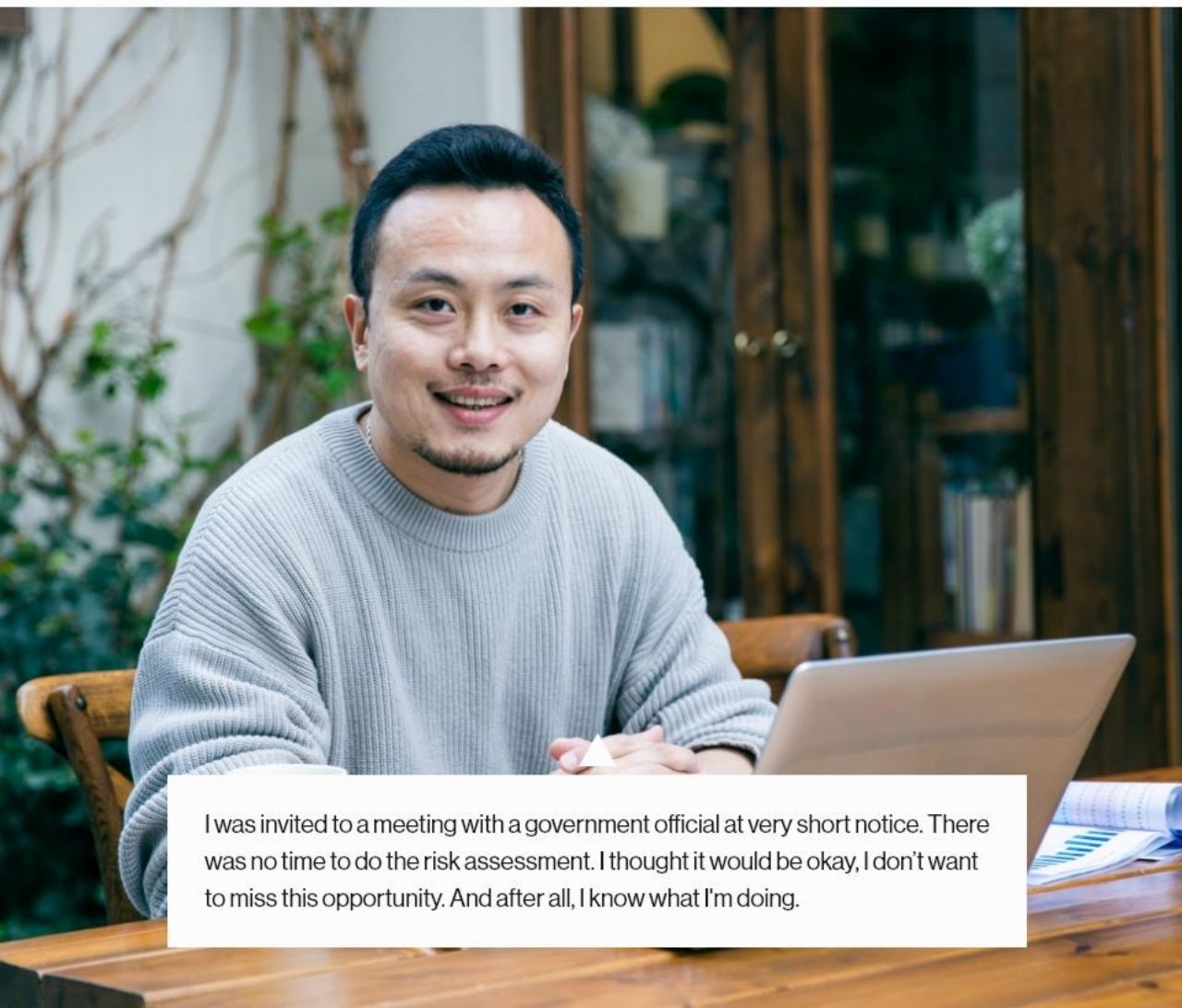
## Building the case

Aurora Sharpe: Very thorough investigator! Time to examine the evidence.

Select the hotspots to find out more.



## Building the case



I was invited to a meeting with a government official at very short notice. There was no time to do the risk assessment. I thought it would be okay, I don't want to miss this opportunity. And after all, I know what I'm doing.

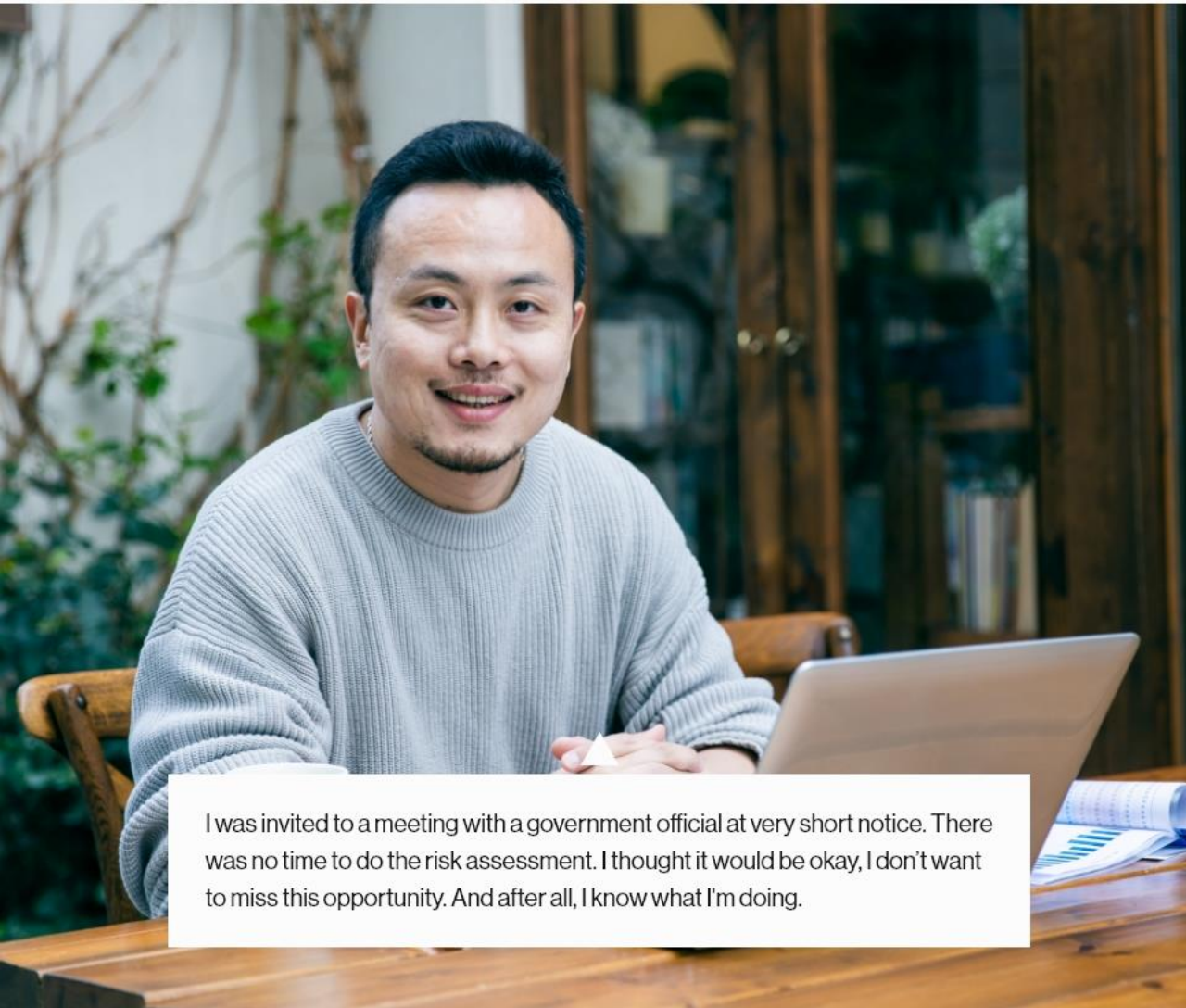
Was it acceptable to skip the risk assessment?

Select one answer and then select Confirm.

- No — but only because the meeting involves a government official.
- No — the PPE risk assessment must be completed before the meeting takes place.
- Yes — prior experience can replace the need for a pre-meeting assessment.

Confirm

## Building the case



Was it acceptable to skip the risk assessment?

Select one answer and then select *Confirm*.

- No — but only because the meeting involves a government official.
- No — the PPE risk assessment must be completed before the meeting takes place. ✓
- Yes — prior experience can replace the need for a pre-meeting assessment.

Confirm

**That's right.**

Before conducting any public policy engagement, regardless of whether you are meeting a government official or not, you must assess the risks. Experience **does not** replace this requirement.

Select > to continue.