

# Revised



*Click the next arrow to proceed*



Welcome to  
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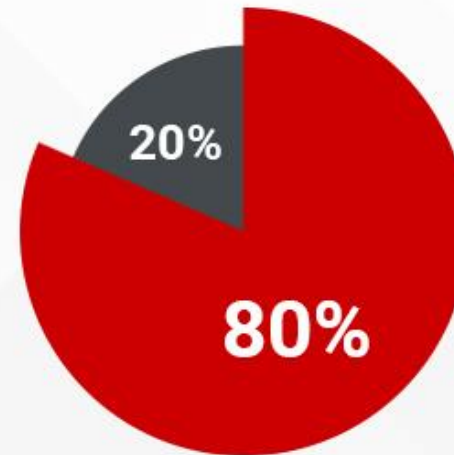
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FY 2017 Profit chart





## COBE — TYPES OF RELATIONSHIP





## COBE — TYPES OF RELATIONSHIP

Relationships with Others

Relationships with the  
Company



## COBE — TYPES OF RELATIONSHIP

### Relationships with Others

Vendors

Clients

Government Officials

### Relationships with the Company





**XPO**Logistics

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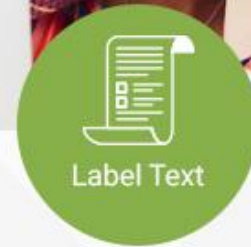
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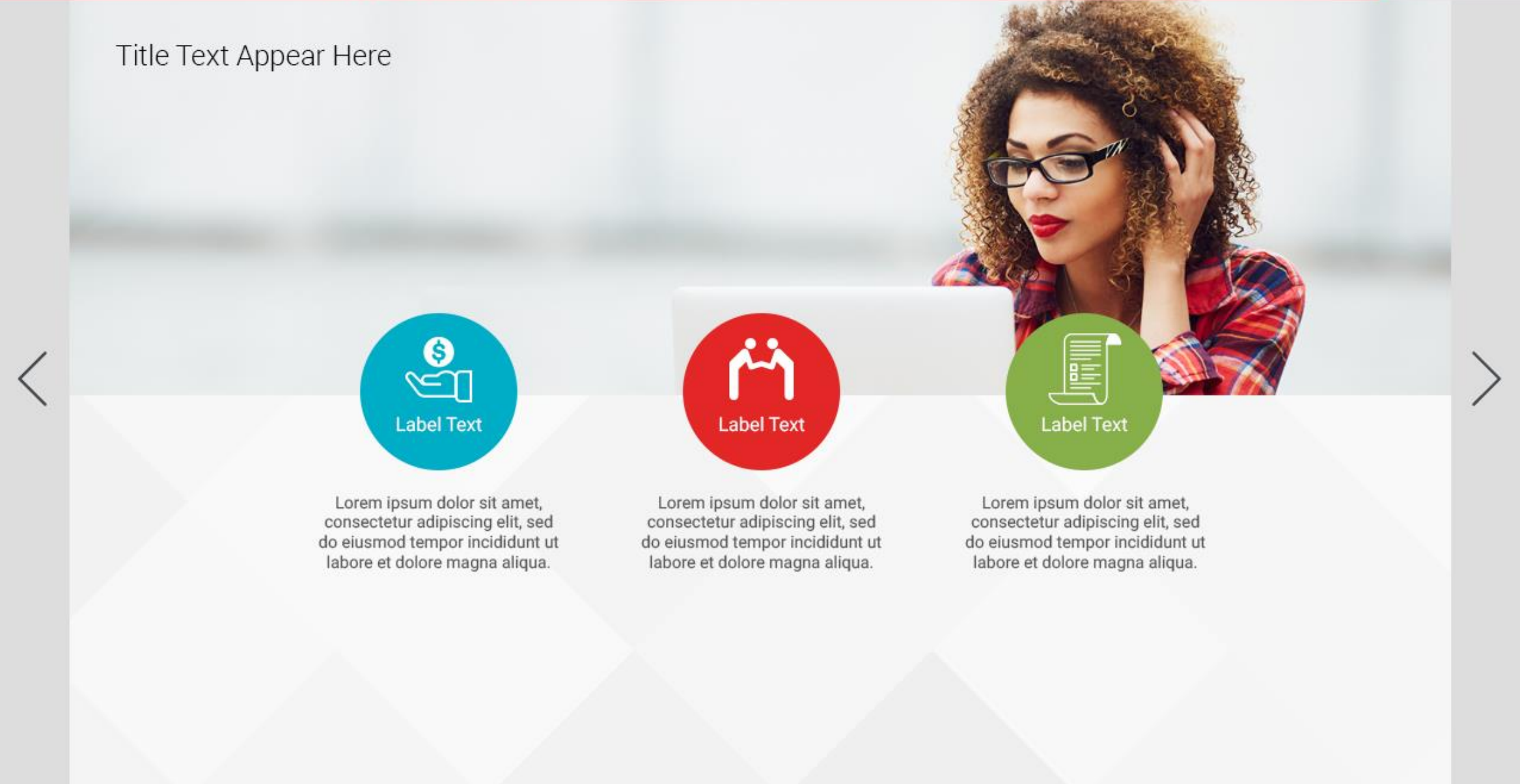
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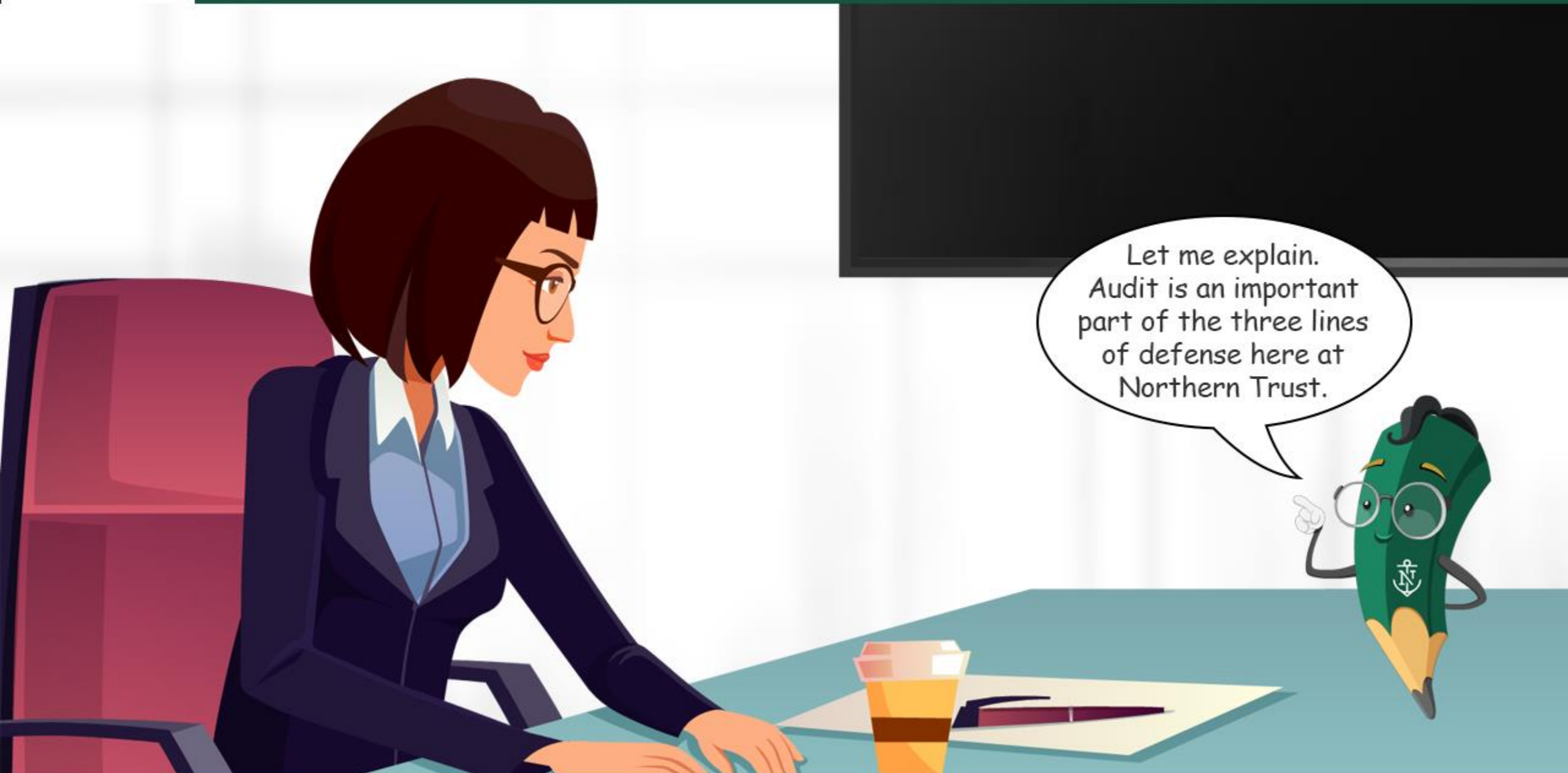
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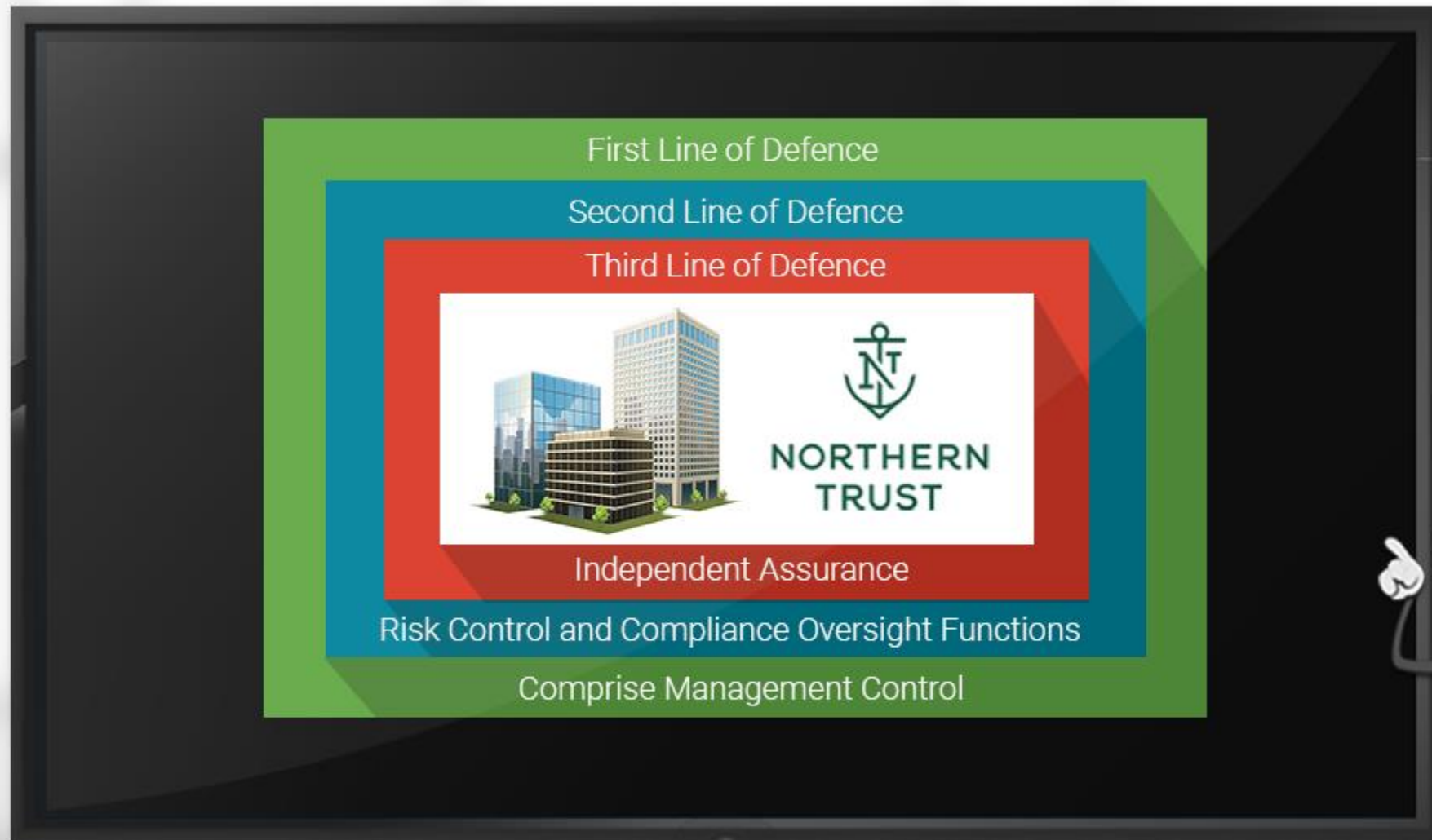








Let me explain.  
Audit is an important  
part of the three lines  
of defense here at  
Northern Trust.





## Benefits of fostering a Culture of Quality

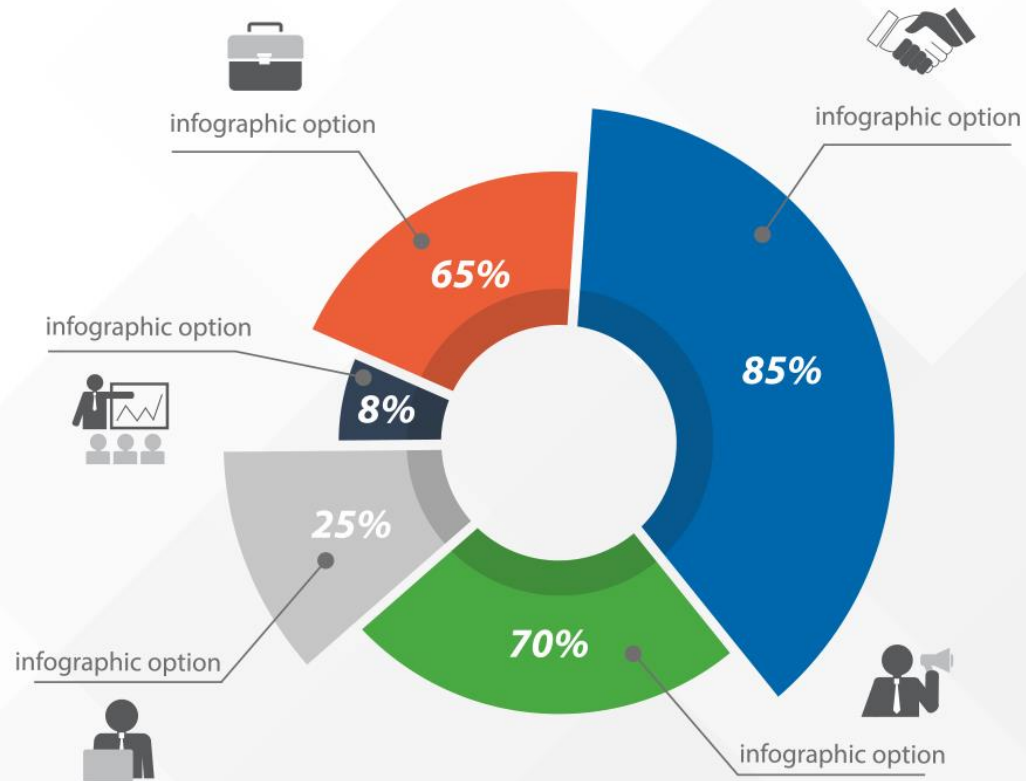
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Click the play button to watch the video.



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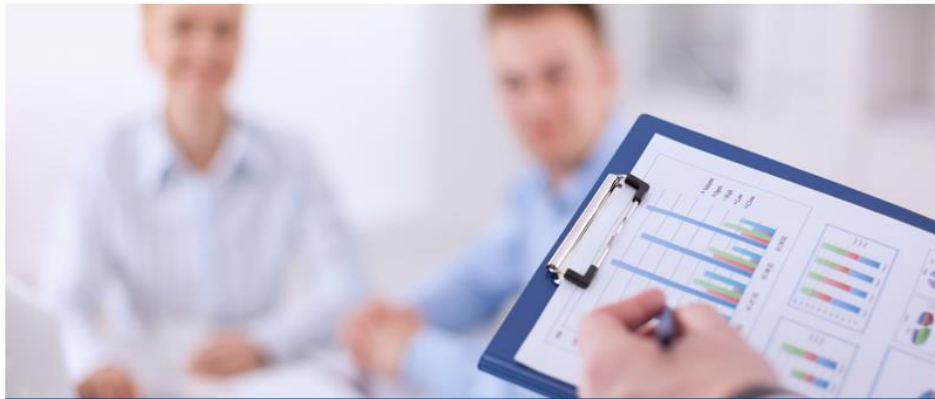
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## Check Your Understanding



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Submit

Show Answer

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[Click the icons to know more](#)



Quality First



Innovation Advantage



Business Agility



Revenue Growth

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[Click the icons to know more](#)



### Quality First

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[Click on below icon to view more](#)



Suspendisse



Ultrices cursus



Hendrerit dui



Nullam feugiat



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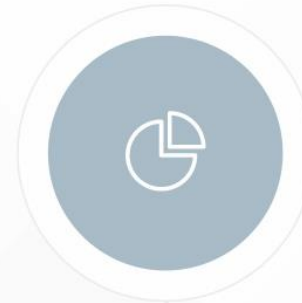
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Ultrices cursus



Hendrerit dui



Nullam feugiat

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[Click the panels to know more.](#)



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Vulputate velit esse molestie consequat

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20% Increase



13%

Equipment Cost



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## Summary



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