

New Skills (Hard and Soft)

For CAs in the Changing World of Business

CAs: Why are they chosen?

What is our USP

CA Career Options

Industry

Practice

Who are our Competitors?

MBA's from Top 30 Institutes – *For Industry*

Good Lawyers with finance background – *For Practice*

Competition Analysis

Helps to understand what skills we need to have

SKILLS

Beginners (Less than 5 years)

Established (5 to 20 years)

Experienced (20 to 30 years)

Elderly/Veterans (Over 30 years)

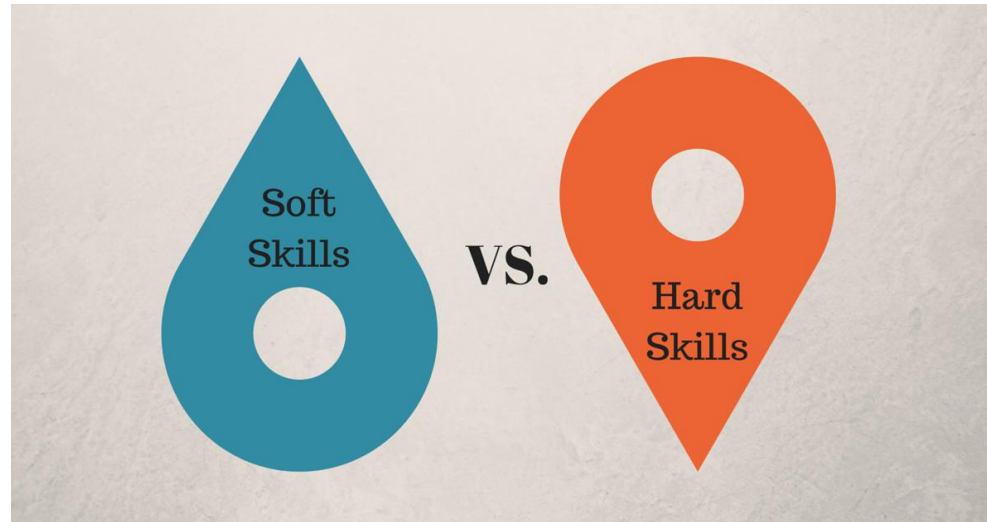
GENERIC SKILLS

Requirement for **ALL**

Generic Skills

- **S**ubject Knowledge
- **I**dentify Problems
- **P**rovide Solutions





HARD & SOFT

SKILLS TO IMBIBE AND PRACTISE

HARD SKILLS

ACQUIRED THROUGH EDUCATION AND TRAINING

HARD SKILLS

**DAYS OF ACCOUNTANCY, AUDITING, TAXATION, TRADING
ARE ALMOST OVER**

Hard Skills

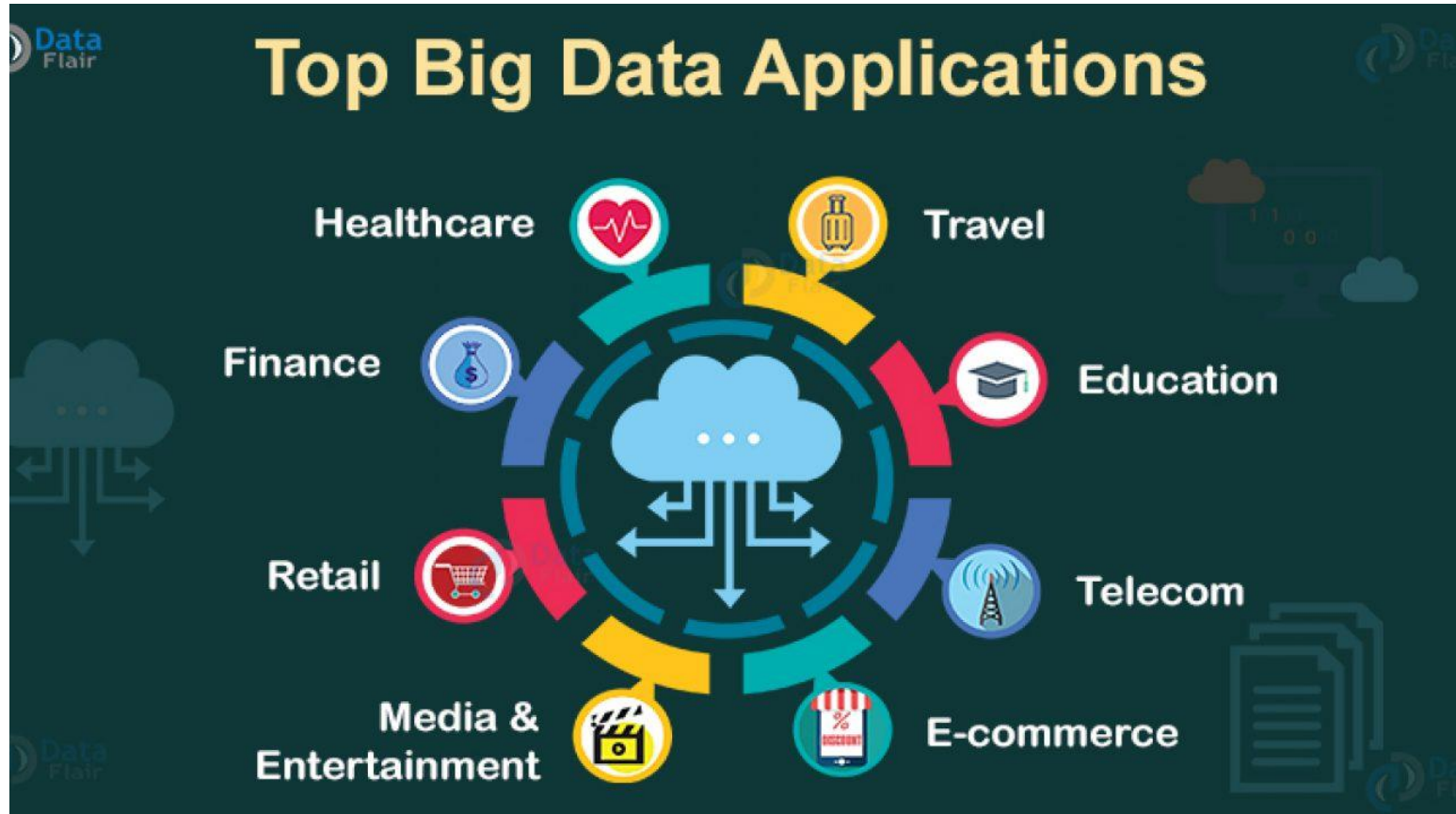
- **Financing**

- To raise funds
 - Debts
 - Equity
- Restructuring



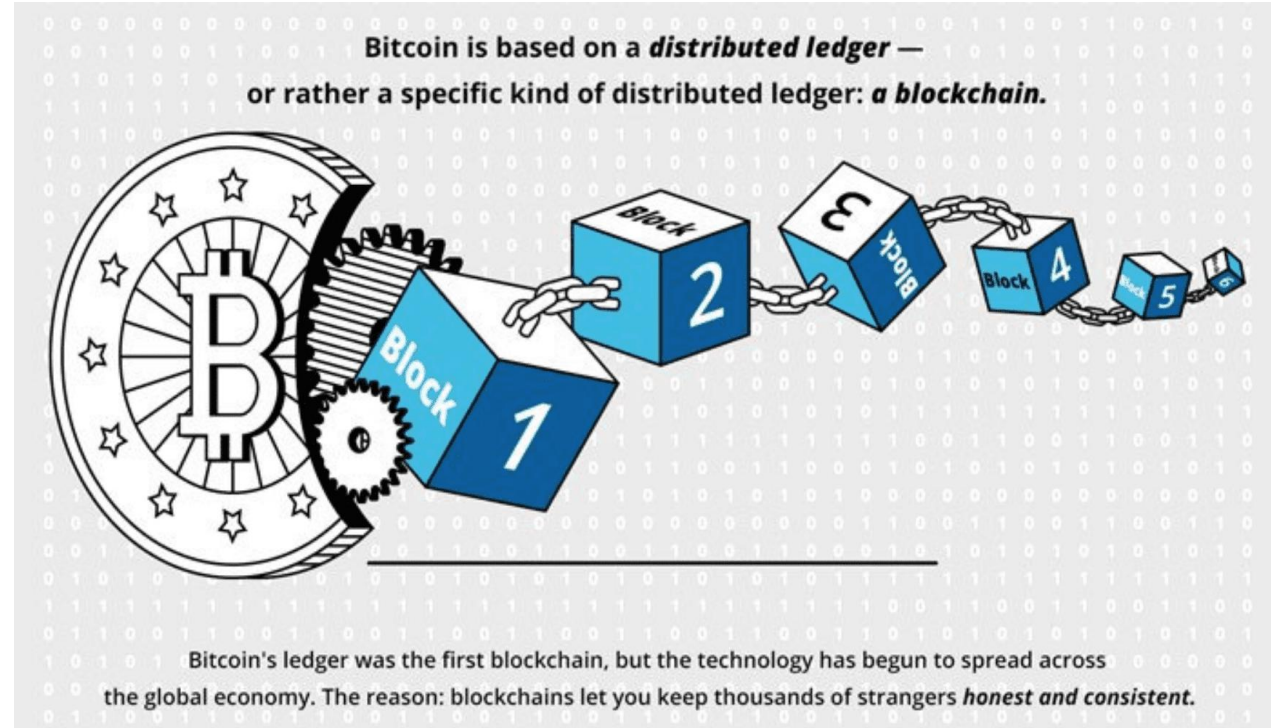
Hard Skills

- Big Data
- Artificial Intelligence



Hard Skills

- Block Chain
- Crypto currency



Hard Skills

- **Turnaround Specialist**
 - **Convert Losses into profits**
 - **360 Deg ability**

ROBERT S. CURRY'S LOSSES TO PROFITS SERIES

— FROM —

RED

— TO —

BLACK

**HOW TO TURN
A BUSINESS AROUND**

ROBERT S. CURRY
BUSINESS RECOVERY SPECIALIST

Hard Skills

- **Startups**
 - Raising money
 - Operationalizing Vision
 - Negotiations
 - 360 Deg ability



Hard Skills

- **Holistic knowledge**
 - Accounting, MIS & Costing
 - Audit & Internal Control
 - Taxation: Direct & Indirect
 - Corporate Law
 - **Finance**
 - Insurance & Risk Management
 - Purchase
 - Logistics
 - IT
 - HR



HARD Skills

Summary

- **Financing**
- **Big Data & AI**
- **Block Chain and Crypto**
- **Turnaround specialist**
- **Startups**
- **Holistic knowledge**



SOFT SKILLS

Personal Positive Powers

PPP

SOFT Skills

• Communication

- Written
- Oral
 - Across the table
 - In Groups
 - With Superior
- Presentation
 - Preparation
 - Explanation



SOFT Skills

- **Listening**

- **Most of us don't listen**
- **Be attentive**
- **Cultivate patience**



SOFT Skills

- **Ethics**

- Big issue for CAs
- Cuts both ways
- To be or not to be



SOFT Skills

- EQ



SOFT Skills

- **COOL & CALM**

- Don't get flustered
- Tactical
- Time Management



SOFT SKILLS

GENERALLY FOR ELDERLY AND VETERANS

ADDITIONAL POSSIBILITIES

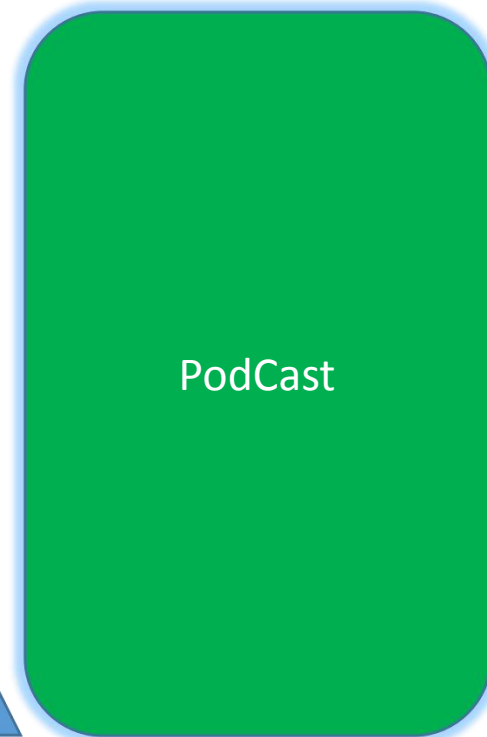
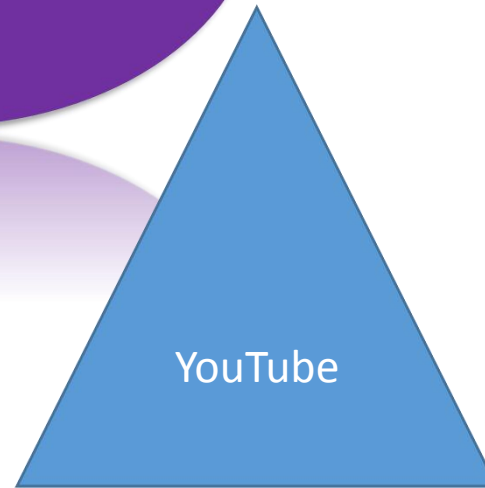
SOFT SKILLS

FOR ELDERLY AND VETERANS

(Experience over 30 years: 55+ age)

(EXPERIENCE OVER 30 YEARS: 55+ AGE)

ΕΟΒ ΕΓΔΕΚΤΑ ΑΜ



SOFT Skills

SUMMARY

- **COMMUNICATION**
- **LISTENING**
- **ETHICS**
- **EQ**
- **COOL AND CALM**
- **MENTORING/TEACHING/WRITING**

SKILLS DESIRED

Overall Summary

- **GENERIC**
- **HARD**
- **SOFT**

A SKILL CONUNDRUM

SPECIALIST ??

OR

GENERALIST ??

How is a CA different?

What is our USP?

- ✓ Understand numbers
- ✓ Above average intelligence
 - ✓ Know law



WHAT Is Your AIM?

INDUSTRY

OR

PRACTISE

Desire to join INDUSTRY

**AIM FOR CFO ROLL ULTIMATELY
TO GROW TO CEO**

Desire to join **PRACTISE**

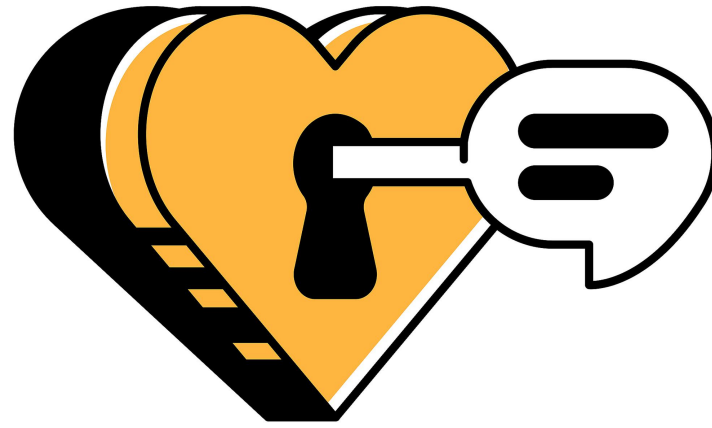
AIM FOR SR.PARTNER IN REPUTED FIRM

OR

SUCCESSFUL PRACTISE OF YOUR OWN

WHAT IS EXPECTED OF A CA?

SOLUTION PROVIDER
TURNAROUND SPECIALIST
A GUIDE



NEED TO FIDANT
OF

ENTREPRENEUR

BOARD

MD & CEO

**THANK YOU
FOR YOUR
ATTENTION**



Happy to HELP

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