

Confidential Due Diligence Report –FORUMS, LLC AND DARREN K. INDYKE

Captain Ahab was obsessed with hunting down the great white whale that had bitten off his leg. "Brazil's relationship with inflation is similar," writes Luiz Eduardo Franco de Abreu. "It has already attacked the country therefore Brazil is intent on eliminating it now at any cost."

Anthony C. H. Lok's piece is on 'China's emerging capital markets - global integration and domestic liberalisation' and it starts thus: "Due to the ad hoc experimental nature of China's capital market development over the past decade, there exists a bewildering variety of different Chinese equities."

Essential read, especially for the bewildered!

Get into the learning mode

APPRENTICES know and auditors would agree that the first month is crucial. An interesting book by K. Srinivasan, from Chakrath Consultants (chakrathks@yahoo.com) is not about accounting but selling - The First 30 Days of my Sales Career. In your initial days in this profession, you will suddenly realise the enormity of the learning required as sales professionals need to develop skills which span the entire spectrum of business management capabilities, writes Rajeev Bakshi in his foreword. "These range from basic communication skills, to people management, to commercial and even marketing skills. It is an arduous and complicated learning process." That applies to CAs entering practice too.

"The new incumbent should get into the learning mode, ask questions and clarify any doubts," advises the author. For, "if you feel shy or hesitant, you will be the loser." Each day reveals its lessons to the eager 'Chinu' and the book has useful quotes and apt illustrations. The senior contributes a lot to the learning process in terms of different styles he or she adopts in the market, such as, "patience, aggression, flexibility, assertiveness, problem-solving, guidance, innovation," and so forth.

A book that can make you want to change your profession - from auditing to selling!

BooksOfAccountfTheHindu.co.in

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