WHAT LIES IN THE FUTURE OF COMMERCE STUDENTS

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AVJ ACADEMY

WHY COMMERCE?

- ✓ RESULTS FORCED ME
- ✓ HATE SCIENCE
- ✓ PARENTAL & RELATIVE PRESSURE
- ✓ FAMILY BUSINESS
- ✓ WISH TO JOIN BANK/MNC
- ✓ MY FRIEND JOINED
- ✓ I LIKE IT
- ✓ AND SO ON…

Now that's who you are, lets see what lies ahead, and how to make the best of it

BUT BEFORE THAT

JUST REMEMBER

COMMERCE IS NO LONGER A “SAFE” OR “BACKUP” OPTION

TODAY COMMERCE =

HIGH INCOME

+

RESPECT

+

GLOBAL OPPORTUNITIES

Science creates professionals,

BUT

Commerce creates

DECISION-MAKERS

VARIOUS CAREER OPTIONS IN COMMERCE

Bank Manager

Financial Planner

Teacher

Event Management

Hotel Management

Credit Analyst

Arbitrator

Chartered Accountant

Surveyor

Financial Risk Manager

Stock Broker

Marketing

Economist

CFA

Data Analyst

Investment Banker

Assessor

Insurance Agent

Journalist

Entrepreneur

Actuary

Human Resource

Company Secretary

Equity Analyst

Cost Accountant

You can become Financial Analyst, Financial Planner, Tax Consultant, Market Research Analyst, Marketing Manager, etc. after B.com/BBA

BUT

REMEMBER

When you are not well,

you prefer qualified Doctor (MD,DM)

AND NOT

Assistants or Nurse

VARIOUS CAREER OPTIONS IN COMMERCE

Professional Options

- Chartered Accountancy (CA)
- Cost and Management Accountant (CMA)
- Actuarial Science
- Company Secretary (CS)
- Bachelor of Laws (LLB)

Non-Professional Options

- Bachelor of Commerce (B.Com)
- Bachelor of Business Administration (BBA)
- Bachelor of Economics (B.Econ)
- Bachelor of Journalism and Mass Communication (BJMC)
- Bachelor of Hotel Management (BHM)

CAREER ASPIRATIONS

- ✓ REASONABLY WEALTHY
- ✓ GOOD & STABLE CAREER – FAST PACE GROWTH
- ✓ KNOWLEDGE AND LEARNING – WISDOM
- ✓ SOCIETAL RESPECT

BUT HOW?

Chartered Accountancy

The Best Career Option

CA is not about intelligence, it’s about discipline

INTERESTING FACTS ABOUT CA

- ✓ Total number of CA's in India – 4 lakhs in a country of 146 crores.
- ✓ Earn while you learn.
- ✓ Most economical course – Rs. 1,50,000 (approx)
- ✓ It is the largest accounting body in the world

Some Famous Personalities -

- ✓ **N. R. Narayana Murthy:** Co-founder, Infosys
- ✓ **Rakesh Jhunjhunwala:** Late celebrated investor, known as India's Warren Buffett
- ✓ **Piyush Goyal:** Politician and Minister of Commerce & Industry
- ✓ **Kumar Mangalam Birla:** Chairman of the Aditya Birla Group
- ✓ **Motilal Oswal:** Founder of Motilal Oswal Financial Services
- ✓ **Uday Kotak:** Founder of Kotak Mahindra Bank
- ✓ **Rajiv Bajaj:** Managing Director of Bajaj Auto
- ✓ **Radhakishan Damani:** One of India's wealthiest Cas, Founder of DMart.

CA ROAD MAP

REGISTER FOR CA AFTER 10^{TH} / 12^{TH}

APPEAR & CLEAR 12^{TH} WITH NO MIN. PERCENTAGE

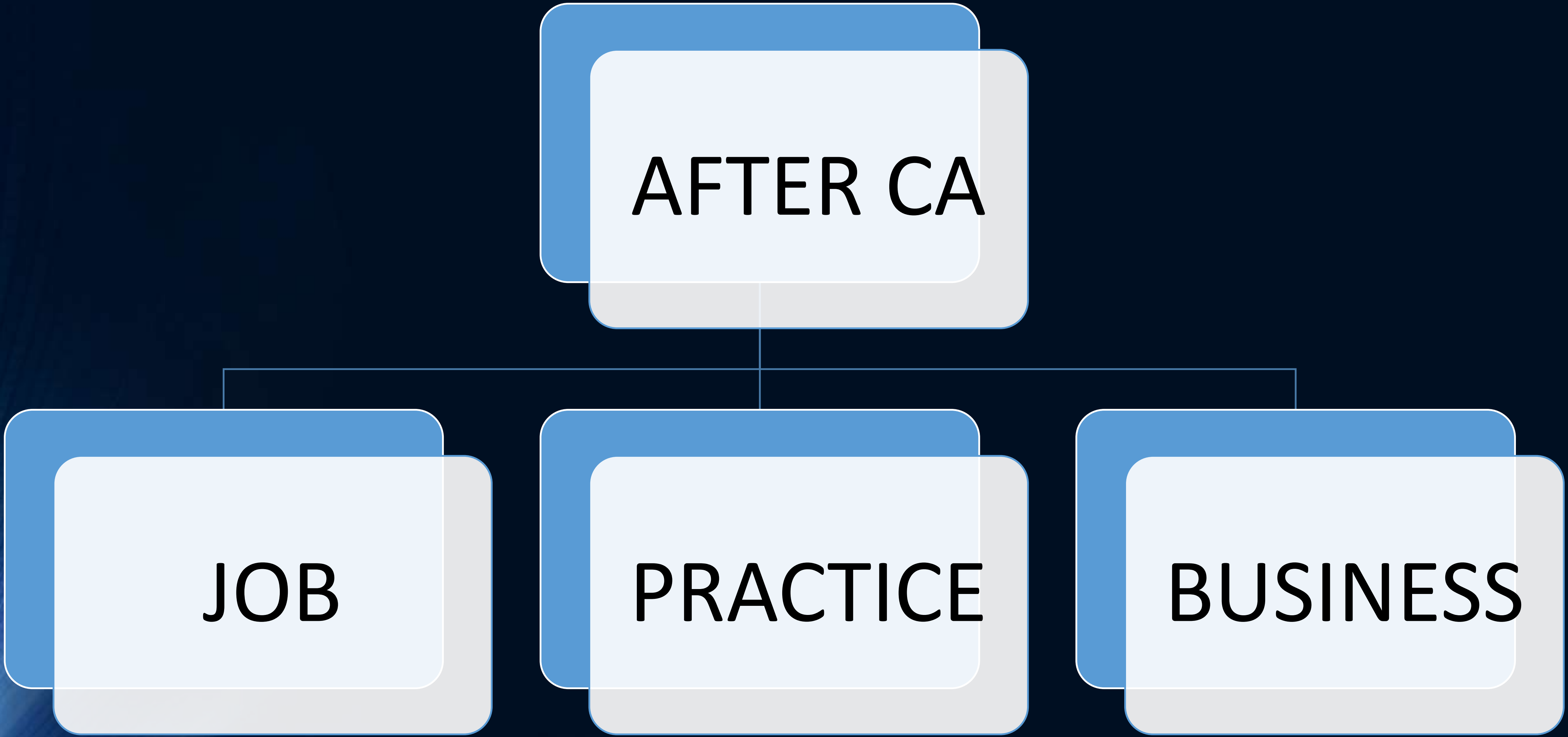
APPEAR AND CLEAR CA FOUNDATION (WITH ONLY 50%)

APPEAR AND CLEAR CA INTERMEDIATE (WITH ONLY 50%)

REGISTER & COMPLETE PRACTICAL TRAINING OF 2 YEARS

APPEAR AND CLEAR FINAL (WITH ONLY 50%)

YOU ARE A CHARTERED ACCOUNTANT


AFTER CA
JOB
PRACTICE
BUSINESS

SYNOPSIS OF A CA SALARY
(September 2025)

HIGHEST SALARY OFFERED (DOMESTIC)

Rs. 26.7 Lacs by PFC

HIGHEST SALARY OFFERED (INTERNATIONAL)

Rs. 76.32 Lacs by Olam International

Average salary Rs. 12.5 LPA

BUT ITNI MEHNAT KAUN KAREGA???

WHAT's NEXT THEN????

Certified Management Accountant (CMA)

~ Best Career Option

Behind Every Successful Business Decision,

there is always a

CMA

INTERESTING FACTS ABOUT CMA

- ✓ Total number of CMA's in India – 1 lakhs in a country of 146 crores.
- ✓ Earn while you learn.
- ✓ Most economical course – Rs. 1,50,000 (approx)
- ✓ Easier than CA
- ✓ It is a globally recognized
- ✓ Top CMAs in leadership roles (CFOs, Directors) can earn significant packages, from ₹50 LPA to ₹1 Crore+
- ✓ More **MAKE IN INDIA = MORE CMA** requirement

Some Famous Personalities –

- ✓ **Bimal Agarwal:** Chairman of Emami Limited
- ✓ **Dr. S. K. Chakrabarty:** Former Director-General of Research & Statistics and Deputy Governor of the Reserve Bank of India
- ✓ **Subhash Chandra Garg:** Former Finance Secretary of the Government of India
- ✓ **Sanjeev Churiwala:** CFO Ambuja Cements Limited
- ✓ **Anil Kumar Chaudhary:** CFO Steel Authority of India Limited (SAIL)
- ✓ **Milind Choudhari:** CFO Bajaj Allianz General Insurance Co. Ltd.

CMA ROAD MAP


REGISTER FOR CMA AFTER 10TH / 12TH
APPEAR & CLEAR 12TH WITH NO MIN. PERCENTAGE
APPEAR AND CLEAR CMA FOUNDATION (WITH ONLY 50%)
APPEAR AND CLEAR CMA INTERMEDIATE (WITH ONLY 50%)
REGISTER & COMPLETE PRACTICAL TRAINING OF 3 YEARS
APPEAR AND CLEAR FINAL (WITH ONLY 50%)
YOU ARE A CERTIFIED MANAGEMENT ACCOUNTANT

WHY CMA ?

IMPORTANT JOB ROLES OF CMAs

- CMD
- CEO
- COO
- CFO
- Director - Finance
- President - Finance
- Vice President - Finance
- Head of Finance
- Strategic Head
- Cost Advisor
- Finance Controller
- Cost Controller
- Risk Manager
- Business Analyst
- Research Analyst
- Dean/ Professor of Finance

OPPORTUNITIES IN ADMINISTRATIVE SERVICES

- **Indian Cost Accounting Services (ICAS)**
- Indian Administrative Services (IAS)
- Indian Revenue Services (IRS)
- Indian Foreign Services (IFS)
- Indian Economic Services (IES)
- Indian Audit & Accounts Services (IAAS), etc.

COST ACCOUNTANTS IN GOVERNMENT DEPARTMENT

Realising the importance of the profession of the Cost and Management Accountancy in the economic development of the nation, the **Central Government has constituted an all-India cadre known as Indian Cost Accounts Service (ICoAS) at par with other Class-I services such as IAS, IFS etc.** to advise the government in cost pricing and in framing the appropriate fiscal and tax policies.

CMAs ARE RECRUITED BY

- Public Sector Undertakings
- Infrastructure, Logistic and Automobile Companies
- Manufacturing, FMCG, Engineering, Hospitality, Power Sector & Telecommunication
- BFSI Sector (Banking, Financial Services and Insurance sector)
- IT/IT enabled Services
- Healthcare & Pharmaceutical Companies
- Big Four and other reputed Consultancy Firms

SYNOPSIS OF A CMA SALARY (September 2025)

HIGHEST SALARY OFFERED

Rs. 36 Lacs by Trident Limited

Average salary Rs. 12.5 LPA

Various Career Options after CA/CMA -

- **Investment Banking** = CA/CMA + Financial Modeling
- **Equity Analyst** = CA/CMA + Master Financial Modeling & Valuation
- **Portfolio Management** = CA/CMA + CFA
- **Risk Management** = CA/CMA + FRM or PRM (Certifications)
- **Tax Consultant** = CA
- **Corporate Finance** = CA/CMA + Financial Modeling
- **Private Equity/ Venture Capital** = CA/CMA + Experience in Investment Banking or Equity Analyst

What is Investment Banking?

Investment bankers primarily act as **FINANCIAL ADVISORS** for corporations, governments and other entities.

Their core work revolves around helping clients raise capital and execute significant strategic financial transactions such as mergers and acquisitions (M&A).

Capital Raising -

Investment bankers facilitate the raising of money for their clients from various sources:

Initial Public Offerings (IPOs): Assisting private companies in selling shares to the public for the first time.

Debt Offerings: Helping clients issue bonds or secure loans to finance operations or projects.

Equity Offerings: Managing the sale of additional stock to investors to raise more capital.

Who is Equity Analyst?

An equity analyst **evaluates publicly traded companies** and industries to **provide informed recommendations to investors (such as mutual funds**, hedge funds, or brokerage clients) on **whether to buy, sell or hold a stock**.

Their work is research-intensive and focused on forecasting future performance and stock value.

What does Portfolio Managers do?

Portfolio management requires a blend of strong quantitative skills, deep market knowledge and sound judgment to

manage investment portfolios that meet specific financial goals for clients or institutions

Portfolio managers are primarily responsible for **developing and implementing investment strategies**

and

making **buy and sell decisions** on financial assets within those portfolios.

Private Equity vs Venture Capital

Private Equity (PE) and Venture Capital (VC) firms are investment management companies that pool capital from institutions and huge investors to acquire stakes in PRIVATE COMPANIES.

They differ primarily in their target companies' stage of development and growth potential.

Private Equity (PE)	Venture Capital (VC)
PE firms typically invest in mature, established companies	VC firms focus on investing in early-stage, high-growth-potential startups
Their work involves more than just financing; they actively work with management to improve the acquired company's operations, strategy, and efficiency to increase its value.	They provide capital in exchange for equity to help startups develop products, scale operations, and capture market share
After holding the investment for typically 3 to 7 years, they aim to exit the investment through an IPO, sale to another company, or secondary buyout	Beyond money, VCs provide strategic guidance, mentorship, and access to a vast network of industry contacts to help startups succeed


VC?

The picture can't be displayed.

BUT WE ARE NOT VC. WE ARE ANGEL INVESTORS

Angel Investors vs Venture Capitalists

Venture Capital	vs	Angel Investors
Pooled funds from institutional investors	**Source of Funds**	Personal wealth
Early to mid-stage	**Investment Stage**	Very early stages
Typically larger, often in millions	**Investment Size**	Typically smaller, in tens to hundreds of thousands
Often larger	**Equity Stake**	Smaller
Typically high (board seats, active in decision making)	**Involvement**	Varies, can be hands-on or passive
Clearly defined (IPO, acquisition etc)	**Exit Strategy**	Less formalized, often follow VC's lead

WHAT LIES IN THE FUTURE OF CA/CMA ?

- Risk Manager
- Financial Analyst
- Credit Analyst
- Internal Auditor
- Project Accountant
- Financial Accountant

Experience: Less than 10 years

- Head of Finance
- Strategic Head
- Cost Advisor
- Finance Controller
- Cost Controller
- Dean/Professor of Finance

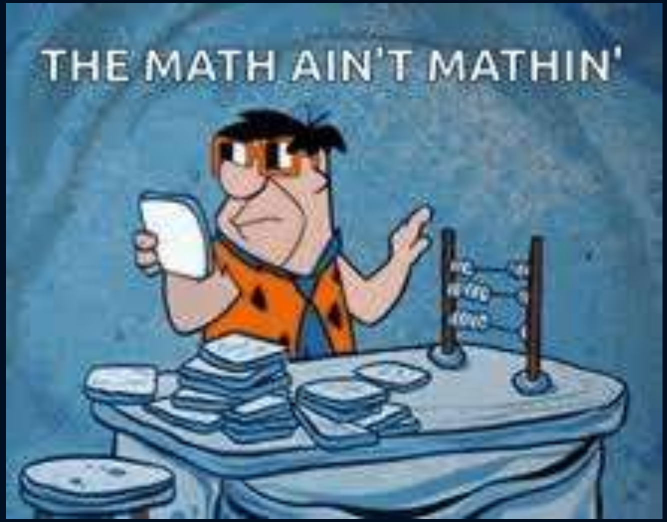
Experience: 10 - 20 years

- CMD (Chairman and Managing Director)
- CEO (Chief Executive Officer)
- CFO (Chief Financial Officer)
- COO (Chief Operating Officer)
- Director – Finance
- President/Vice President - Finance

Experience: More than 20 years

BUT

I don’t find numbers interesting



What Professional course can I do then???

Company Secretary (CS)

An in-house legal expert

a compliance officer of the Company

DIFFERENCES

	CA	CMA	CS
INSTITUTE	ICAI	ICMAI	ICSI
EXAMS CONDUCTED BY	ICAI	ICMAI	ICSI
LEVEL 1	CA FOUNDATION **(4 SUBJECTS)**	CMA FOUNFATION **(4 SUBJECTS)**	CSEET **(4 SUBJECTS)**
LEVEL 2	CA INTERMEDIATE **(6 SUBJECTS)**	CMA INTERMEDIATE **(8 SUBJECTS)**	CS EXECUTIVE **(7 SUBJECTS)**
LEVEL 3	CA FINAL **(6 SUBJECTS)**	CMA FINAL **(8 SUBJECTS)**	CS PROFESSIONAL **(7 SUBJECTS)**
SPECIALIZED AREA	TAX, AUDIT & ACCOUNTS	COSTING, FINANCE & STRATEGIC PLANNING	COMPANY AND OTHER RELATED LAWS
COURSE APPROACH	PRACTICAL	PRACTICAL	THEORY
COURSE DURATION*	4.5 YEARS	4 YEARS	3.5 YEARS
DIFFICULTY LEVEL	HARD	MEDIUM	MEDIUM

SIMILARITIES

	CA	CMA	CS
TYPE OF COURSE	PROFESSIONAL	PROFESSIONAL	PROFESSIONAL
AGE LIMIT	NO AGE LIMIT	NO AGE LIMIT	NO AGE LIMIT
ELIGIBILITY	12^{TH} PASS	12^{TH} PASS	12^{TH} PASS
EQUIVALENT LEVEL	POST GRADUATE	POST GRADUATE	POST GRADUATE
REGISTRATION & EXAM FEES	< 1 LAKHS	< 1 LAKHS	< 1 LAKHS
NO OF LEVELS	3	3	3
DIRECT ENRTY	YES	YES	YES
RESERVATION SYSTEM	NO	NO	NO
OWN PRACTICE	YES	YES	YES
AVG. STARTING SALARY (Freshers)	10-12 LAKHS	10-12 LAKHS	6-8 LAKHS
PASSING CRITERIA	TO PASS, YOU NEED TO SCORE AT LEAST 40% IN EACH PAPER AND 50% IN AGGREGATE		

WHAT LIES IN FUTURE???

	CA	CMA	CS
KEY ROLES	Financial accounting & reporting	Cost accounting and analysis	Ensuring company compliance with legal and regulatory requirements
	Auditing & assurance	Budgeting and cost control	Corporate governance and board meetings
	Corporate finance	Financial planning and performance evaluation	Drafting legal documents and agreements
	Taxation (Direct & Indirect)	Internal audit and management accounting	Corporate restructuring
	Financial advisory	Pricing decisions and cost management	Liaison between company and regulatory bodies
CAREER SCOPE	Auditor, Tax Consultant, CFO, Finance Manager, or work in top accounting firms like Big 4	Cost Accountant, Financial Analyst, CFO or work in manufacturing, production and consulting companies.	Company Secretary, Legal Advisor, Compliance Officer or work with legal firms and MNCs.

AS INDIA IS BECOMING A MANUFACTURING HUB, SO THE REQUIREMENT OF CMA WILL BE HIGH IN FUTURE

KEY POINTS TO REMEMBER

- **CA's focus:** Primarily on financial **auditing, taxation, and corporate finance**.

- **CMA's focus:** Deep dive into **cost management, cost control, internal efficiency, pricing strategies** and internal controls within a company.

- **CS's focus:** Corporate governance, compliance and secretarial functions.

Which one is better?

It depends on your interest:

- Choose CA if you like **accounting, taxation and auditing**.
- Choose CMA if you're into **cost management, business strategy and High Level Govt Jobs (Civil Services, PSU's, ED, etc)**
- Choose CS if you're interested in **corporate laws and compliance**.

CA VS MBA (FROM top B.School)

What MBA's can do but CA's can't → **NOTHING**

What CA's can do but MBA's can't → **MANY THINGS**

Like-

- ✓ Statutory Audit
- ✓ Tax Audit
- ✓ Independent Practice as an Auditor, Tax Consultant, etc

Other Non-Professional Degrees

Bachelor of Commerce (B. Com)

1. Duration - 3 Years
2. Semester - 6
3. Eligibility – Students with 50% in (10+2) from a recognized Education Board.
4. Fees – Rs. 15,000 – 25,000 p.a.
5. Job scope - eligible to apply for a number of Government as well as Private sector jobs. Students will also be able to find clerical jobs in MNCs, Financial Institutions and other Organizations.
6. Entrance – CUET
7. Course option:
   - ➢ Regular College
   - ➢ Open Learning
8. Courses after B.Com
   - ➢ CA
   - ➢ M.Com
   - ➢ MBA
   - ➢ CMA
   - ➢ CPA etc.

TOP TEN COLLEGES FOR B.COM (DELHI)

1. SRCC
2. LADY SHRI RAM COLLEGE FOR WOMEN
3. HINDU COLLEGE
4. HANSRAJ COLLEGE
5. KIRORI MAL COLLEGE (KMC)
6. RAMJAS COLLEGE
7. SRI VENKATESWARA COLLEGE (VENKY)
8. DELHI COLLEGE OF ARTS & COMMERECE (DCAC)
9. SRI GURU GOBIND SINGH COLLEGE OF COMMERCE
10. GARGI COLLEGE

BACHELOR OF BUSINESS ADMINISTRATION (BBA)

Also called as BMS (Bachelor of Management Studies), BBS (Bachelor of Business Studies) and BBM (Bachelor of Business Management)

This course is essentially a combination of Economics, Business, Accounts, Law and IT.

Eligibility –

a. Delhi University: 60% in class XII + Mathematics is compulsory.

b. Indraprastha University, Delhi (GGSIPU): 50% in Class XII

Admission Criteria – CUET and Interview

Annual Fees

a. Delhi University: 15,000 per annum*

b. Indraprastha University, Delhi : Rs 1.6 lakhs p.a.

TOP UNIVERSITIES/ COLLEGES FOR BBA

University/College	Entrance Exam	Forms Available from
Shaheed Sukhdev College of Business Studies	CUET	Feb-March
IIM's (710 Seats)	IPMAT/JIPMAT	Feb-March
NMIMS	NPAT	Feb
Symbiosis	SET	December
Christ University	CUET	Feb-March
St. Xavier's	XET	March
SPJSGM	JET	Jan

Money doesn't grow on trees, but grows on intelligent minds

Your FUTURE is NOT decided by LUCK

It is decided by the DECISIONS you make TODAY.

THANK YOU AND ALL THE VERY BEST

FOR MORE DETAILS

YOU CAN CONNECT WITH ME

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(AVJ ACADEMY)

CA Knowledge Portal

avjcaknowledgeportal

maynk09.in