

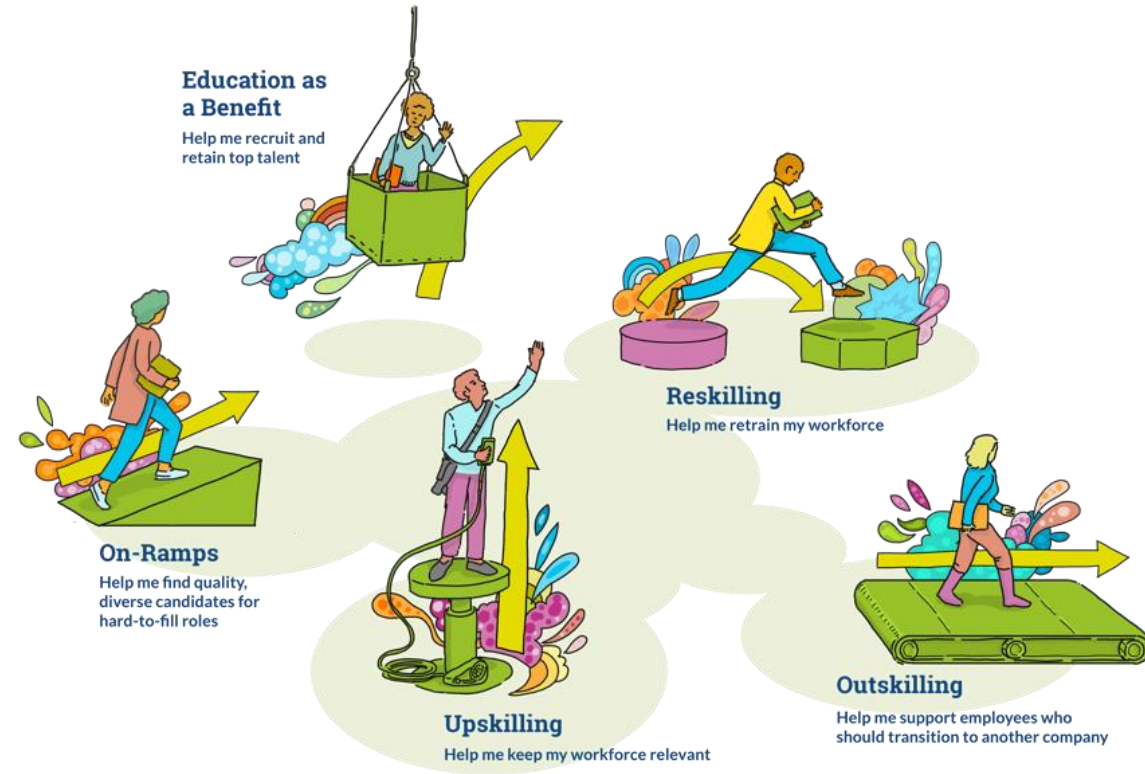
Preparing for Career...

Yogesh Kulkarni

What's coming?

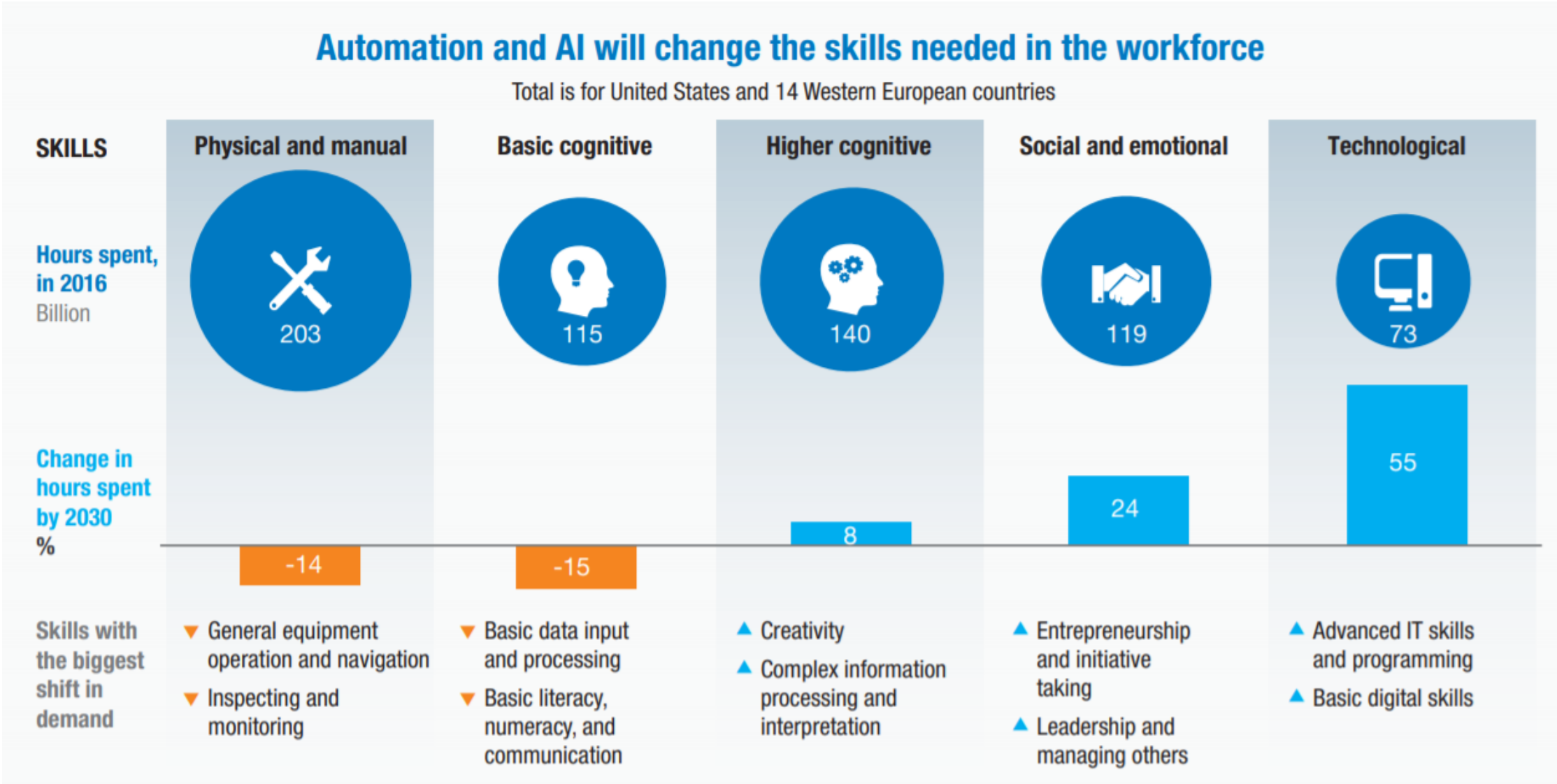
Current State

- 44% of US workforce < \$18K/yr (< poverty line), works 80-100 hrs/week
- Automation CAGR 7% (as per BCG), to reach \$114B by 2025



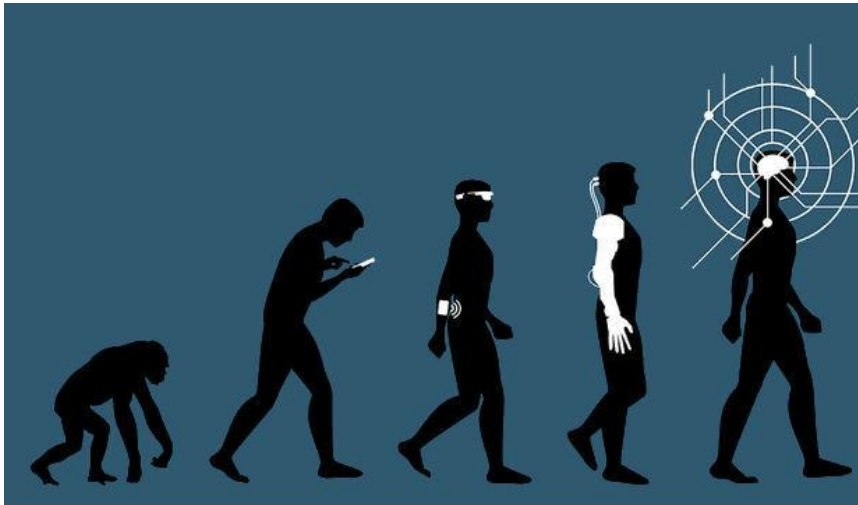
Source: As Pressure To Upskill Grows, 5 Models Emerge – Forbs.com

McKinsey Global Institute Report – Discussion Paper 2018



Examples

- Less mechanical, automatable
 - Bill and account collectors
 - Data entry operators
 - Computer network support
 - Secretaries and administrative assistants
 - Insurance sales agents
 - Office clerks

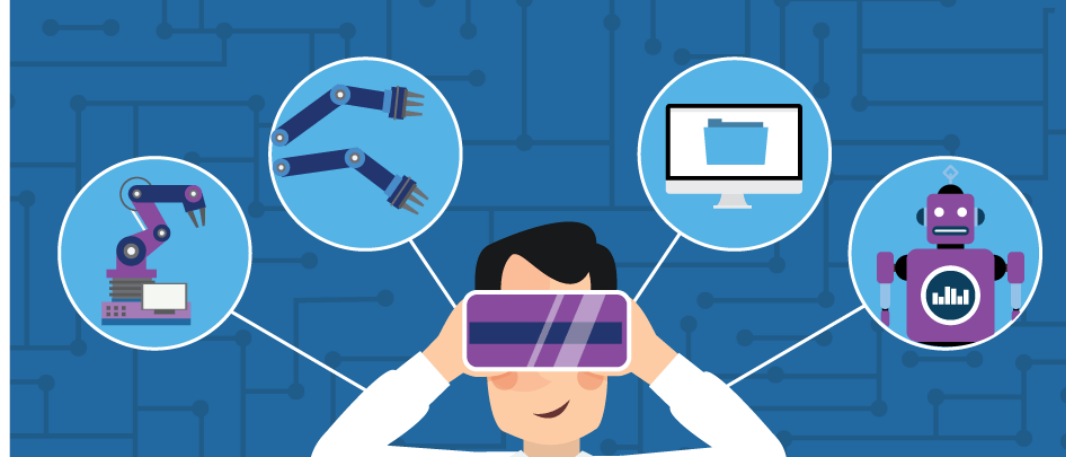


- More Cognitive, Creative, Human
 - Software developers
 - Customer service representatives
 - General and operations managers
 - Human resources managers
 - Personal finance advisors
 - Psychologists
 - Artists
 - Sportsman
 - Researchers
 - Nurses, care

Source: The Simplistic Debate Over Artificial Intelligence – Preston Estep

Changes

- Technological
 - AI deluge
 - Digitization -> Data + APIs
 - Remote *



Source: Rise of the Chatbots: How AI Changed Customer Service – Salesforce.com

- Social
 - Over interaction + isolation
 - Obsolete roles, emergence of new
 - Lifelong re-skilling
- Financial
 - Widening gap
 - Flatter world
 - Gigs over jobs

Examples

- Technological

- Medical: diagnostics, drug discovery, pharmaco-vigilance
- Digitization -> Legal, Health records,
- Jan Dhan-Aadhaar-Mobile Trinity


- Social


- e Governance, e Education, wider reach
- Push due to COVID
- No geo-restrictions for teachers, IT workers, lawyers...






Source: AI in healthcare – foreseeemed.com







Examples



Enter search here... 



Welcome
CLM Admin



DashboardAgreementsCreate AgreementRequestsCreate RequestBulk Upload

My Dashboard > Agreement Management > Details

Master Services Agreement - ICMMasterServicesAgreement_104

Agreement

Associations

All

Deviations

Amendments

Commitments

Clause Discovery 13

Metadata Discovery

Agreement Clauses

Line Item Discovery

Team

Discovered Clauses Mapped

All(13) Confirmed(0) Review Later(0) Ignore(0) Not Identified(13)

Sorty By: Label_Sort_Docum

notices,preamble

Master Service Agreement This AGREEMENT (the Agreement), is effective as of Feb 6 2018 , by and between JM Global Holding Company, having its principal place of business at 142711 Suite 100 Bellevue, WA (the Company), and SDS Ltd., (Customer), having a mailing address at 123 ABC Blvd, Building 2500, Dallas, USA. This Agreement shall expire on 10/02/2019.

More Ignore

payment terms

Contractual Terms: Payment Terms: 45 days Projected Deal Value: \$ 1,500,000.00 Terms and Conditions:

non solicitation

Export Clause Data Save Progress Finish

Matched Library Clauses

MSAS Non GMA Preamble


THIS ICMTypeofMasterAgreement (Master Agreement) is effective as of ICMMasterEffectiveDate ICMEffdatevalid (the [MISC_1]) and entered into by an...

More Compare

☐ Track Deviation

Confirm Review Later

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What got you here, won't get you
there!!

- **Marshal Goldsmith**

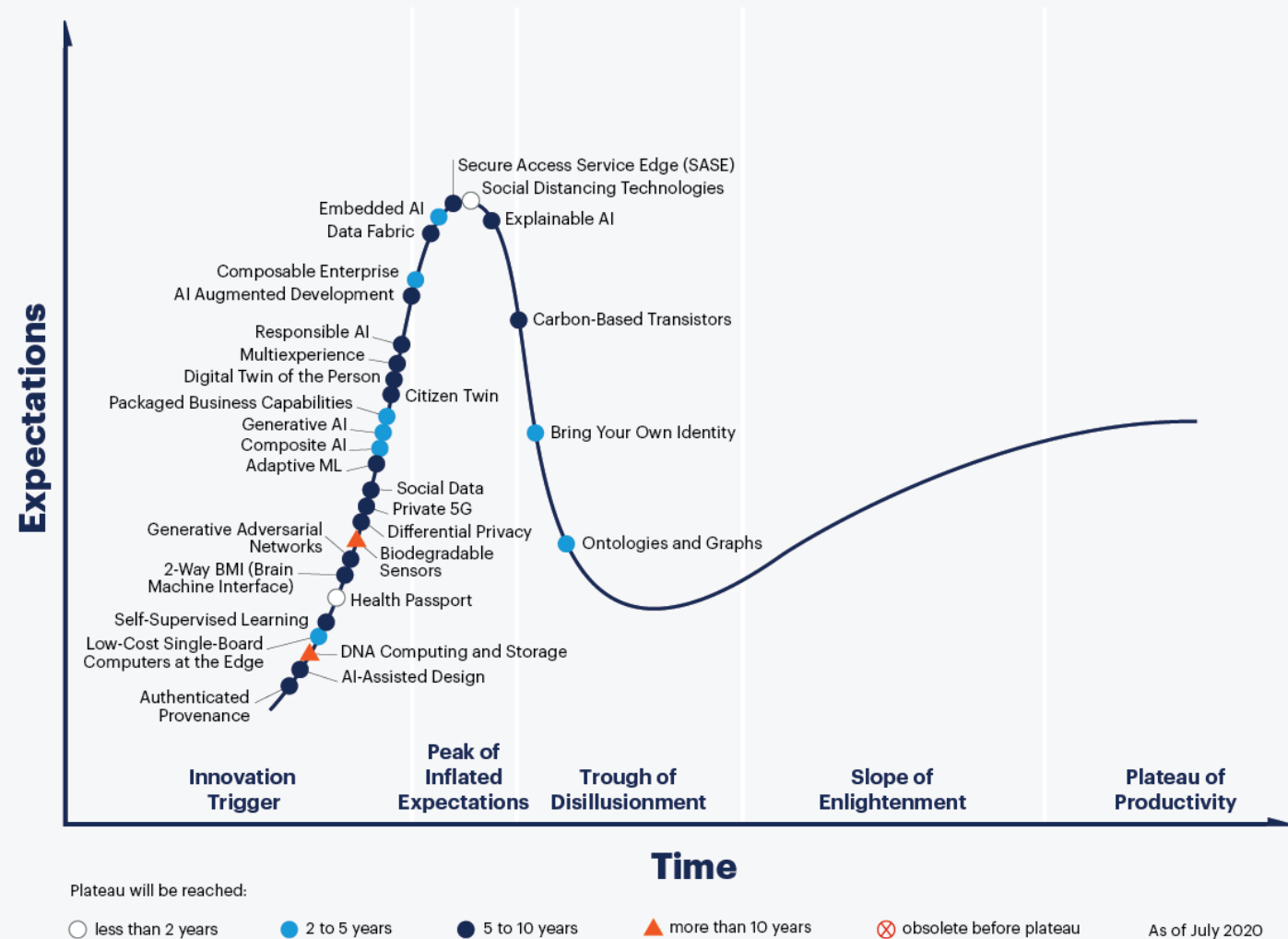
How to prepare?

Well, you can't prepare!!

specifically...

Upwinds

Hype Cycle for Emerging Technologies, 2020



gartner.com/SmarterWithGartner

Source: Gartner
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Gartner

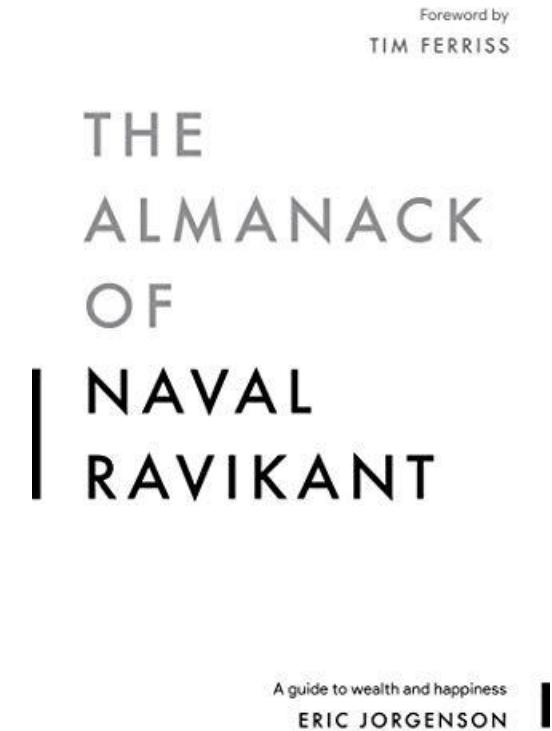
Ikigai



Source: How To Find Your Ikigai And Transform Your Outlook On Life And Business - Chris Myers

Generic Gyan

- Specific Knowledge
 - Unique, rare combination
 - Un-trainable, un-scalable
 - Acquired thru apprenticeship
- Leverage:
 - Permissioned: Capital, Labor
 - Un-permissioned: Content, code
 - Marginal cost of duplication
- Wealth is a positive sum game



- Own story:
 - Current jobs were not available 10 yrs back
 - Pick difficult problems/domain, Job, RnD
 - If not now, can change later, Mid career change, harder, but possible.

Thank You

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