

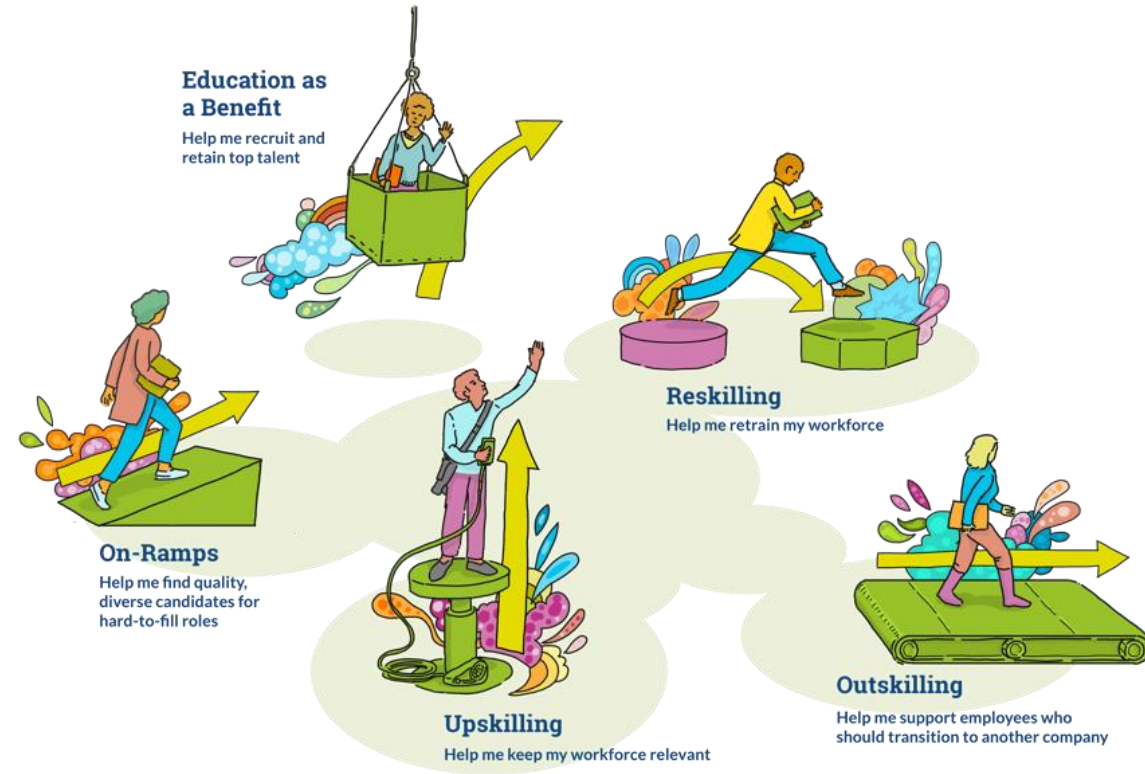
# Preparing for Career...

Yogesh Kulkarni

What's coming?

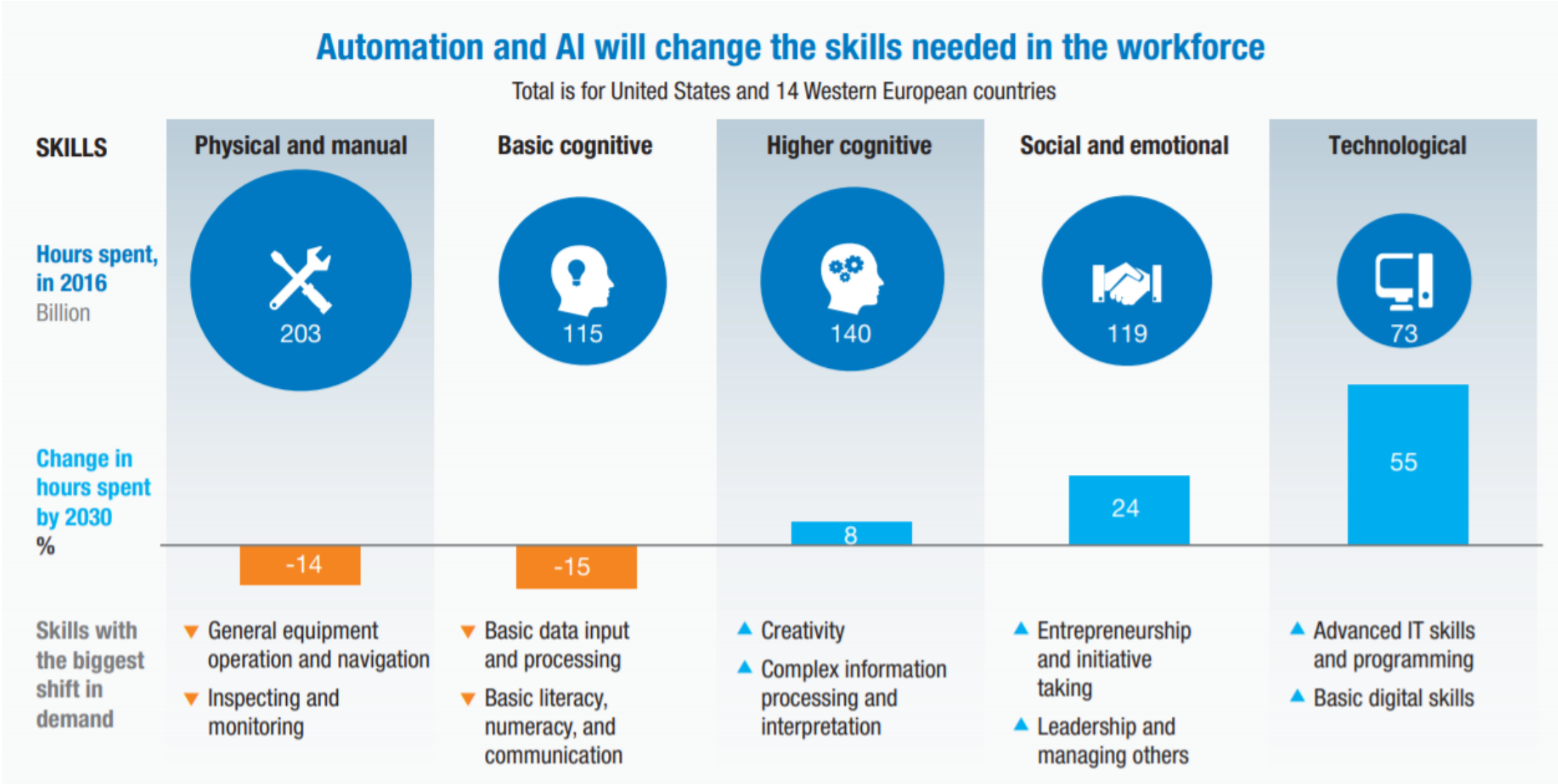
# Current State

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



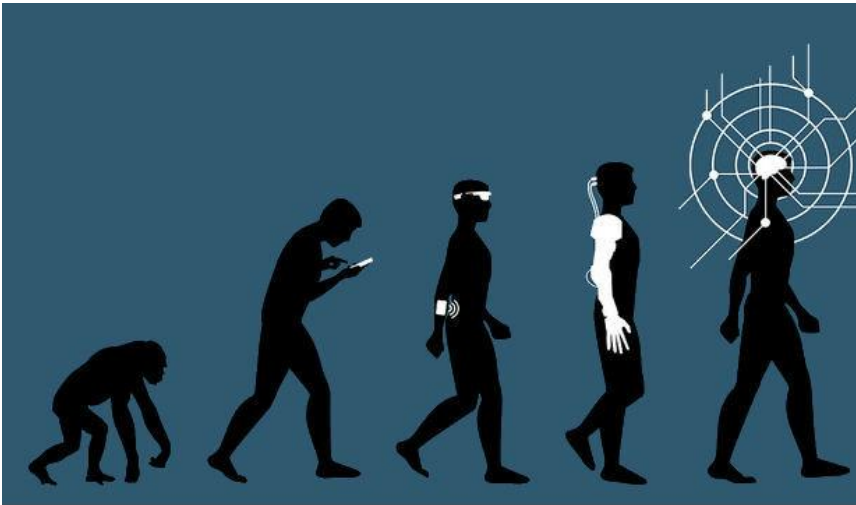
Source: As Pressure To Upskill Grows, 5 Models Emerge – Forbs.com

# 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



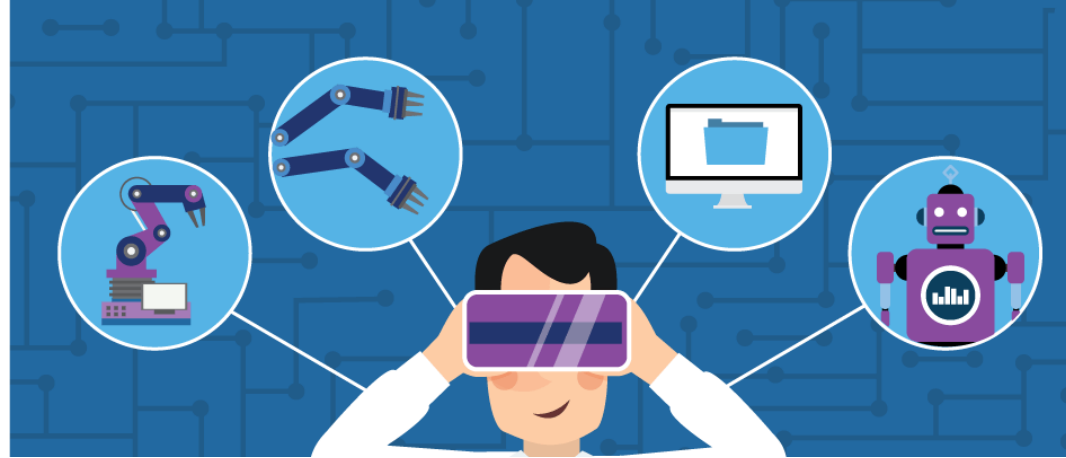
- More Cognitive, Creative, Human
  - Software developers
  - Customer service representatives
  - General and operations managers
  - Human resources managers
  - Personal finance advisors
  - Psychologists
  - Artists
  - Sportsman
  - Researchers
  - Nurses, care

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

Export Clause Data Save Progress Finish

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

### 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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8



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

- **Marshal Goldsmith**

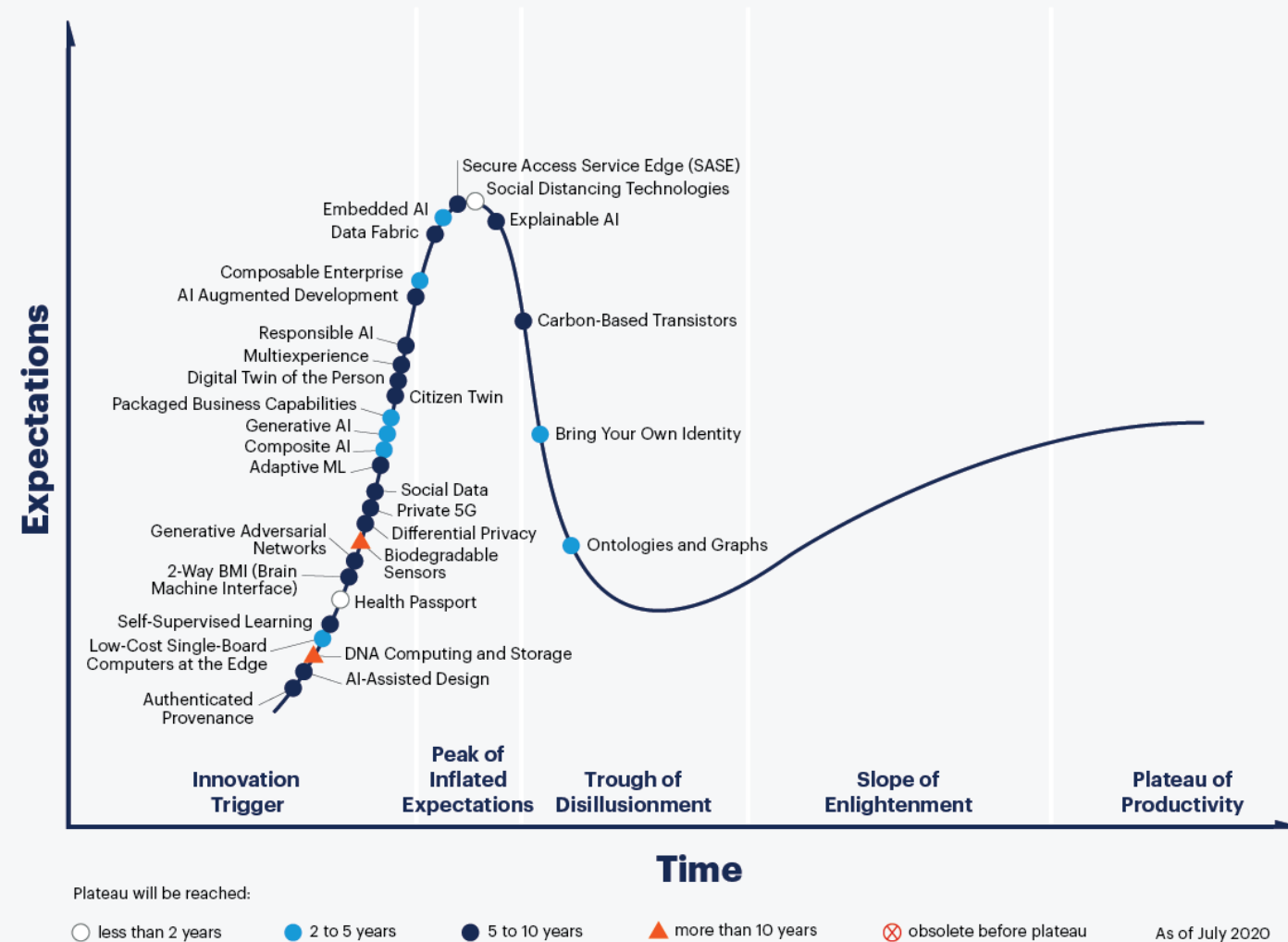
How to prepare?

Well, you can't prepare!!

specifically...

# Upwinds

## Hype Cycle for Emerging Technologies, 2020

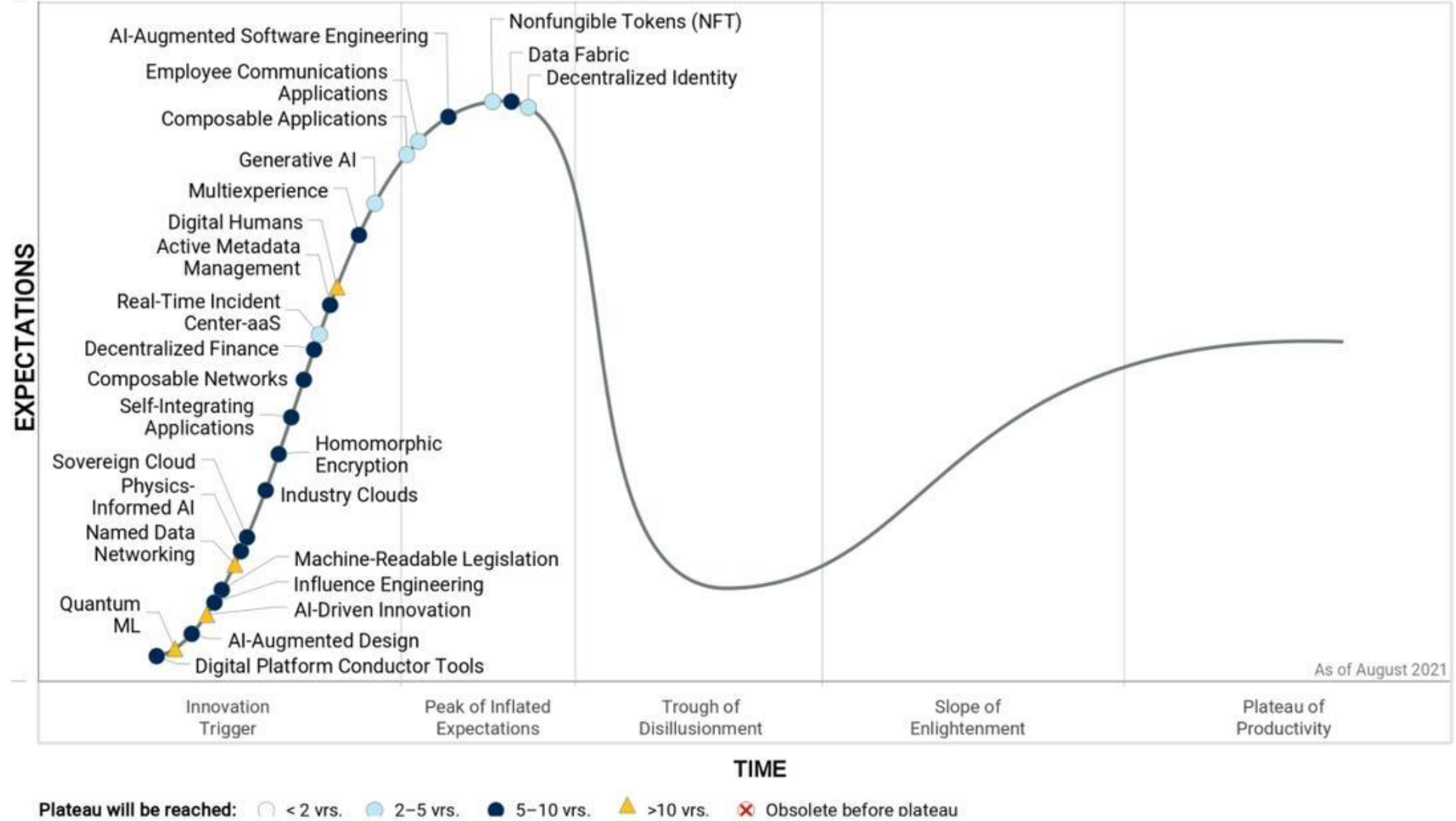


[gartner.com/SmarterWithGartner](https://gartner.com/SmarterWithGartner)

Source: Gartner  
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**Gartner**

# Hype Cycle for Emerging Technologies, 2021



Source: Gartner (August 2021)

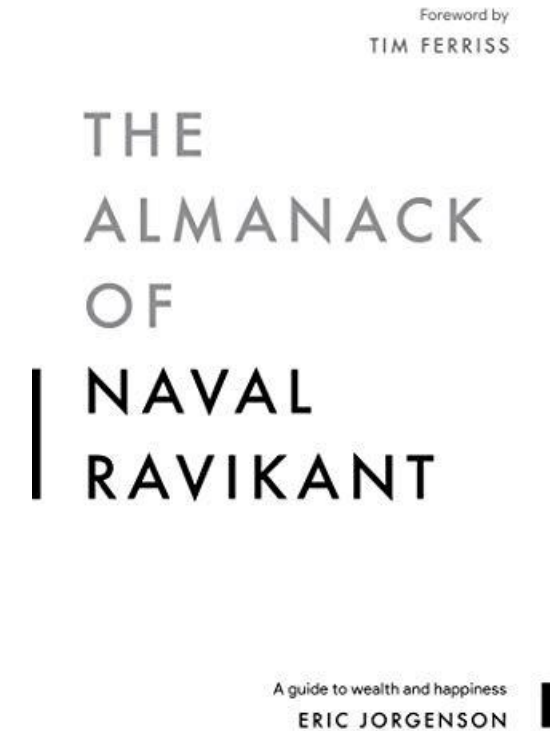
# Ikigai



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

[yogeshkulkarni@yahoo.com](mailto:yogeshkulkarni@yahoo.com)