

PwC's Academy

*Technical skills and abilities
Leadership and Personal effectiveness skills
International professional qualifications
Special educational programmes*

*Trust.
Variety.
Quality.*



***& Telerik Academy
present the programme***

“Business Acumen Series”

May, 2015

PwC Bulgaria

We've grown together since 1992

- **23 years** on the local Bulgarian market
- **180 employees, 6 Partners** - providing premium integrated **Assurance, Tax** and **Advisory services** to our clients.

184,235 people including
9,597 partners and
174,638 staff

157
countries

776
locations



Content

- Getting the big picture: **business environment**
- Research on **key soft skills** for IT graduates and young professionals
- **“Business Acumen Series”** for Telerik Academy's students - programme overview
- Why PwC's Academy?

Fit for the Future:

but are we

truly resilient?

***Resilient
organisation:***

***Strategy
for growth***

***Risk
Management***



CEOs top 3 “mega trends” - challenges



1 Innovation and technology

2 Developing people

3 Serving the new consumers

... The need for hybrid leadership

TOP SOFT & TECHNICAL SKILLS THAT WILL GET YOU HIRED



5 Soft Skills Set

SOFT SKILLS TEAMWORK



SOFT SKILLS PLANNING/PRIORITIZING

- 1 _____
- 2 _____
- 3 _____
- 4 _____

SOFT SKILLS COMMUNICATION



SOFT SKILLS CRITICAL THINKING



“Business Acumen Series” – programme overview

**June – July
2015**

Part I

**Introduction
to the
Business***

- I. Corporate organisation**
- II. Business effectiveness skills**
- III. Leadership**

** Certificate of attendance
requires 32 training hours of
participation*

Continue in Part II after successfully passing all tech exams

**November 2015
– January 2016**

Part II

**Essentials in
business
knowledge and
skills****

- IV. Finance basics**
- V. Planning and evaluating
business ideas**

Case study – Telerik employees group work

- VI. Managing projects**
- VII. Business performance,
innovative thinking and
entrepreneurial mind set**

Business case – Telerik employees group work

***Certificate of
completion requires
min 60 training hours
of participation*

How to understand the business organisation?

Series

1



How to develop your business skills?

Series

2



How to develop your leadership skills?

Series

3





How to develop your financial literacy?

Series

4

How to get the real business perspective?

Series

5

How to manage projects effectively?

A man in a grey pinstripe suit, light blue shirt, and blue tie stands in the center, gesturing with his right hand towards a whiteboard. He is looking towards the right. In the foreground, three people are seated at a table, looking towards the man. From left to right: a woman with dark curly hair, a man with grey hair and glasses, and a woman with brown hair tied back. They are all wearing business attire. The background is a bright, modern office setting with a whiteboard and some office equipment visible.

Series

6

How can you enhance the business performance?

Series

7



Part 1: Introduction to the business - basic knowledge and skills

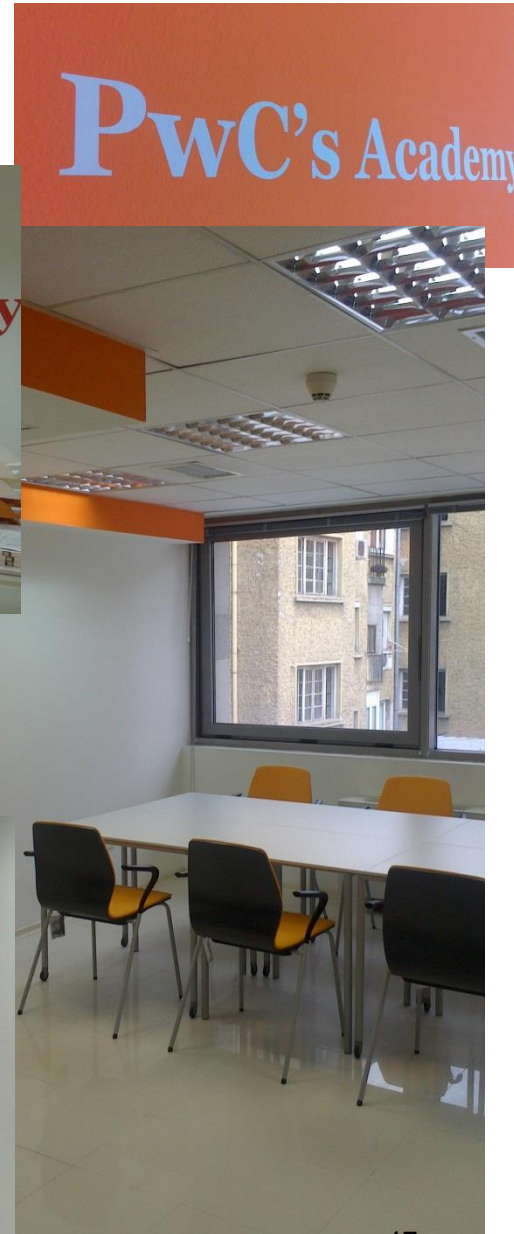
Dates	Format and Duration	Topics and agenda	Proposed Lecturer
I	June 1, 2015	Series 1 How to understand the business organisation? (Business acumen basics) Language: English Guest speaker: senior management representative from Telerik and PwC	Dr. Constantine Kiritsis, PwC mini MBA lecturer
	June 2, 2015		
II	June 11, 2015	Series 2 How to develop your business skills? (Assertive communication, teamwork, social networking ability, setting and managing expectations, decision making, time management and prioritising) Language: English /Bulgarian Guest speaker: business practitioner from PwC alumni network	Maria Ratz, PwC Academy leader
	June 12, 2015		
	June 18, 2015		
	June 19, 2015		
	June 25, 2015		
	June 26, 2015		
	July 2, 2015		
	July 3, 2015		
III	July 9, 2015	Series 3 How to develop your leadership skills? (Everyone is or can be a Leader) Language: English /Bulgarian Guest speaker: business practitioner from PwC alumni network	Vladimir Borachev, Leadership trainer and coach
	July 10, 2015		
	July 16, 2016		
	July 17, 2018		

Part 2: Essentials in Business knowledge and skills

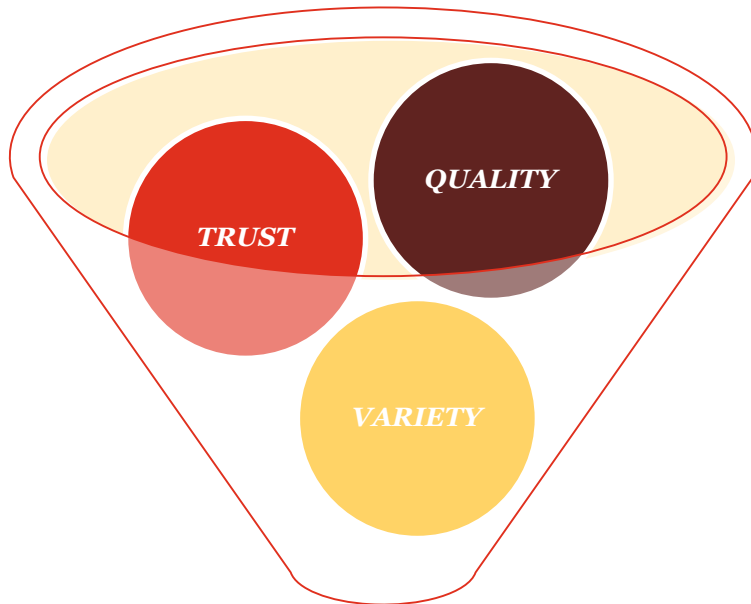
IV	November 6, 2015	4- hour session / 13:00 - 18:00	Series 4 How to develop your financial literacy? (Finance for non-financial professionals)	Gueorgui Nikolov, Director PwC Audit
	November 13, 2015	4- hour session / 13:00 - 18:30		
	Language: English /Bulgarian			
	Guest speaker: business practitioner from PwC alumni network			
V	November 20, 2015	4- hour session / 13:00 - 18:00	Series 5 How to get the real business perspective? (Balancing between IT and what the business needs)	Vladimir Mahnev, Manager PwC Advisory
	November 27, 2015	4- hour session / 13:00 - 18:30		
	Language: English / Bulgarian			
	Guest speaker: business practitioner from PwC alumni network			
Assignment 1: Case study work in groups (based on modules I, IV and V), Group project submitted on December 10, 2015				
VI	December 11, 2015	4- hour session / 13:00 - 18:00	Series 6 How to manage projects effectively? (Managing projects with SCRUM)	Vladimir Mahnev, Manager PwC Advisory
	January 7, 2016	4- hour session / 13:00 - 18:00		
	Language: English /Bulgarian			
	January 8, 2016	4- hour session / 13:00 - 18:30		
Guest speaker: business practitioner from PwC alumni network				
VII	January 11, 2016	1-day session /09:00 - 18:30	Series 7 How can you enhance the business performance? (Entrepreneurial and innovative thinking)	Dr. Constantine Kiritsis, PwC mini MBA lecturer
	Language: English			
	Guest speaker: business practitioner from PwC alumni network			

Assignment 2: Business case group work and assessment (based on module VI and module VII), Presentation delivered in front of the audience on January 29, 2016

Why to study with PwC's Academy?



PwC's Academy Values



***Our Integrated
Approach of
“Lifelong Learning”***

Trust

- **Long-term** relationships and **partnership**
- **Sensitive issues** with high confidence

Quality

- **Business related** training materials
- Tutors - proven **professionals** and **practitioners**

Variety

- **Blended learning solution** – various sources
- **Tailor-made** solutions

Academy Training Courses

Technical Courses

Leadership and Business Effectiveness Courses

Professional Qualifications Programs (ACCA, FIA, PMP, DipIFR, CIPD)

PwC Mini MBA Program



**Open
seminars**



**Tailor-made
courses and
programs**



**On the job
coaching and
mentoring**



**E-learning-
distance
learning**

**Internal PwC
trainers**

**External
tutors**

**Academic
partners**

Thank you

Contact PwC's Academy:

Maria Ratz

Academy Leader, PwC's Academy Bulgaria

E-mail: maria.ratz@bg.pwc.com

Mobile: + 359 894 331 415

E-mail: pwcacademy.bulgaria@bg.pwc.com

