

how to becum  
speaker

which is that  
speech you  
remember from  
hindi movie?

chak de india??

# speaker

- Start with sentence
- Which normally everybody will agree?
- If there is slight disagreement, just ignore

**CA, CMS, CS**

**Limca Record holder**

**Global RRF record holder**

- 1800+ lectures in last 9 years on finance, accounting & Valuation
- Students in 30 countries & 129 Indian cities
- 125+ Valuation lectures in last 18 months in 17 cities

- *Global finance director in year 2000*
- *International corporate experience in 7 countries*

- *41000 + Facebook friends*
- *81000 + LinkedIn connections*



Shrota tatra  
durlabha

-why?

our today's speaker  
does not need intro

Then why you are  
**READING IT?**

our today's speaker  
does not need intro

Then why you are  
**READING IT?**

# Some simple tips

- Impromptu
- Don't read - even while introducing or vote of thanks

# Some simple tips

- Do not read speech
- Speak 3 minutes than reading 10 minutes

# Speaker

- TRY TO KNOW IN ADVANCE
- Who is audience?

# Speaker

- TRY TO KNOW IN ADVANCE
- Who is audience?

# Speaker

- TRY TO KNOW IN ADVANCE
- Their age group, qualification, experience, seniority?



# Speaker

- Humour - a must
- Create anxiety

# Speaker

- Content - to arouse interest
- Don't read slides

# slides

- Also don't create boring slides
- Power point is points made powerfully,
- NOT COPY PASTE FROM WORD

# slides

- Simple test of BAD slides
- Contain full stop
- Contain sentences
- Bullet point going in 2<sup>nd</sup> line

# slides

- Simple test of BAD slides
- Slides not readable in 4<sup>th</sup> line

speaker

- DIAS - an outdated concept
- Do not stand behind dias
- Just walk in audience

speaker

- Give clap to some audience

# speaker

- Never read speech
- Never read speech
- Never read speech
- RATHER DO NOT GIVE  
SPEECH



speaker

- STATISTICS SAYS
- 50% people sleep if you read speech

speaker

- Do you remember sentences , anecdotes examples from any past speeches heard

speaker

- Larger the audience
- Go for polls than asking questions

speaker

watch you-tube  
lectures

See which lectures have  
sentences you  
remember

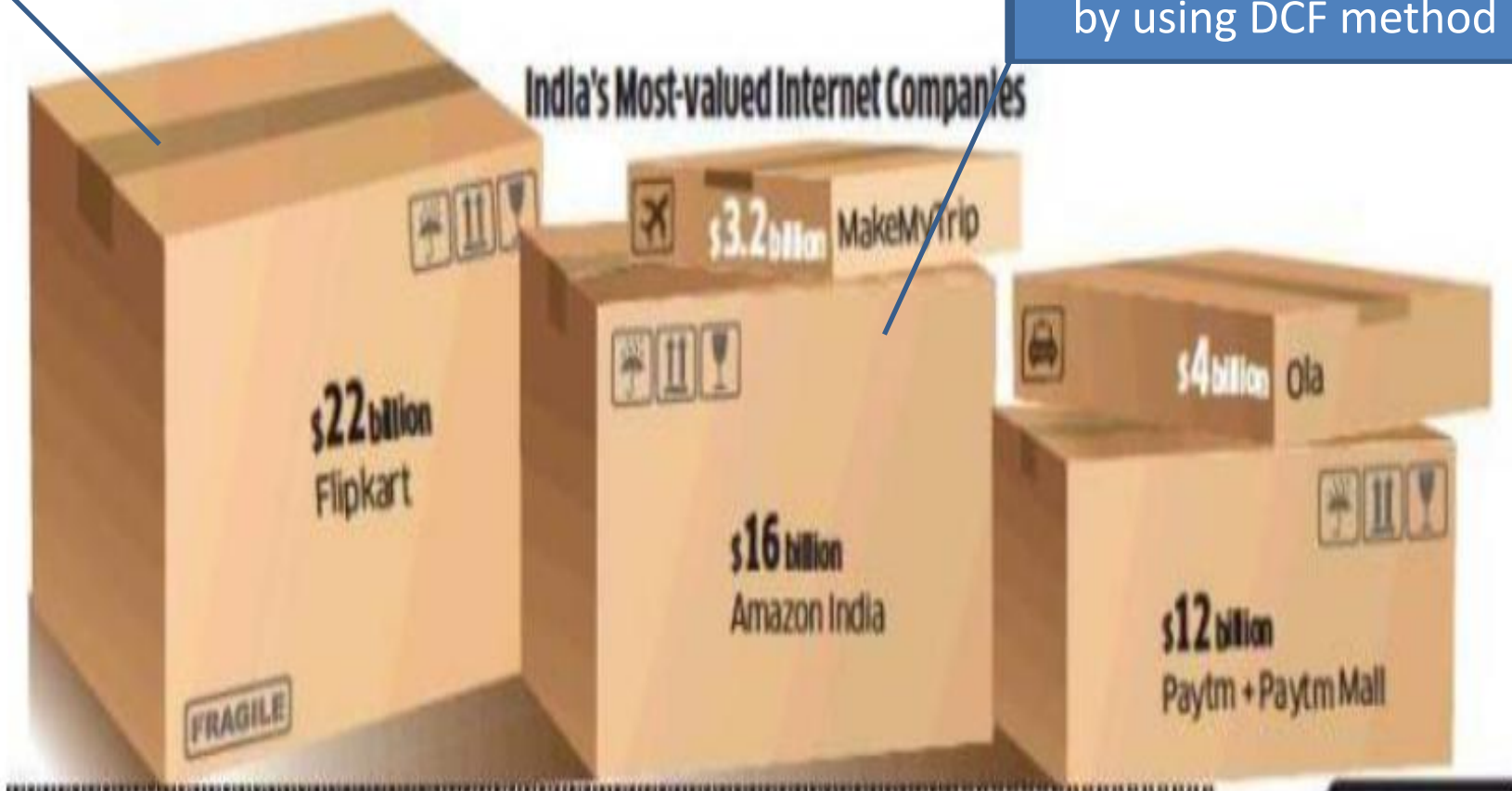
speaker

Above all

Speak from heart

Market based valuation

Citi research Valuation  
by using DCF method



SOURCE - Economic Times 21 May 2018  
<https://economictimes.indiatimes.com/smallbiz/startups/newsbuzz/walmart-take-note-amazon-india-valued-at-16-billion/articleshow/64251173.cms>

# Barclay's report quoted by Quartz India

Amazon India and Flipkart are neck-to-neck in India

■ Flipkart revenue ■ Amazon revenue

\$8 billion

7

6

5

4

3

2

1

0

FY15

FY16

FY17

FY18

Amazon GMV

Flipkart GMV

△ T L △ S | Data: Barclays

Share

# PLAYING NOW WALMART VS AMAZON



Coming soon .....  
Crouching Tiger  
Hidden Dragon –

commerce ambitions







Have the **courage** to **follow**  
your **heart** and **intuition**.

- *Steve Jobs*

Limca Record Holder  
WEBINAR 2009  
FCA, FCMA, ACS, LL.B.  
(G.),  
IFRS - ICAI, Six sigma  
green belt.  
Diploma in IFRS, ACCA,  
London



Thank You!