



**The Institute of Chartered Accountants of India (ICAI)**  
**(Set up by an Act of Parliament)**

# 7<sup>th</sup> Batch

## Certificate Course on Overseas Outsourcing Services (US Market)

24th March, 2025 to 23rd April, 2025  
Timing : 2:00 PM - 5:00 PM IST

Through Virtual Mode

30 Structured CPE Hours

**100 Seats  
Only**

**20  
Days**

**60  
Hours**

- Only Member of ICAI are eligible for registration
- 75% attendance is mandatory for taking the assessment test

**Last Date of Registration: 18th March, 2025**

**Fees: INR 15,000 + 18% Applicable GST (2700) = 17,700/-**

Further details and Registration Link :

<https://learning.icai.org/committee/cdiswto/ccoos-batch7/>



**Organised by: Development of International Trade, Services & WTO Directorate**



**CA Charanjot Singh Nanda**  
President, ICAI



**CA Prasanna Kumar D**  
Vice - President, ICAI



**CA Abhay Chhajed**  
Convenor, DITSWTO, ICAI



**CA (Dr.) Sanjeev Kumar Singhal**  
Deputy Convenor, DITSWTO, ICAI

## About **the Directorate**

The Directorate for Development of International Trade, Services, and WTO of ICAI aims at promoting bilateral investments in order to align with PM Modi's vision and spotlighting accounting and finance as crucial export services to be vital amidst global service trade growth and India's expanding FTAs. This emphasis offers Chartered Accountants diverse opportunities, evident in ICAI's global footprint, showcasing their international reach. Beyond branding, the Directorate aids trade navigation, fosters expertise, connects professionals, and influences policy. Its role extends to providing a robust global networking platform, vital for India's aim to elevate Accountancy within WTO guidelines. Through collaboration and expertise, the Directorate advances CAs' interests, contributing significantly to India's global trade aspirations.

Under the aegis of the Directorate of ICAI to pave a long way in promoting accounting and finance services globally; we aim to significantly advance the promotion of accounting and finance services on a global scale.

## About **the Certificate Course**

A certificate course on overseas outsourcing services is designed to equip members with the knowledge and skills needed to navigate the complexities of outsourcing business functions to international service providers. The course aims to focus on key areas like Understanding the fundamentals of Accounting outsourcing, Differentiating between various outsourcing Softwares, Trends, challenges, and opportunities in the international outsourcing market, Effective communication strategies in a global context, Analyzing realworld case studies to understand successful and challenging overseas outsourcing initiatives and many more.

The future of the profession lies in its ability to change, evolve, and adapt to the changing environment, which is a central element of the various reforms. This Certificate Course envisages acquainting them with the evolving outsourcing services in the economy, equipping the members with the futuristic skills etc in Overseas Outsourcing landscape and practices in the changing environment to help protect the public interest. The target jurisdictions for this certificate course include the United States, Australia, and the United Kingdom. We have already launched the course in the U.S. market and will soon be introducing it to the Australian market as well.

# 7th Batch - Certificate Course on Overseas Outsourcing Services (US Market)

DATE	DAY	CONTENT
<b>GENERAL MODULE</b>		
24-Mar-2025	Monday	<b>Introduction of accounting outsourcing and Export entrepreneurship skills :</b> Preparation of an effective Accounting outsourcing contract, other documentation related to export entrepreneurship, benefits and problem associated to accounting outsourcing. To understand that comprehensive approach that combines education, mentorship, access to resources, government support, and collaboration which can enhance export entrepreneurship skills and help entrepreneurs succeed in the global marketplace
25-Mar-2025	Tuesday	<b>Project management services :</b> Budgeting, Projection, Accounting and Cost control, Coordination of subcontractors' work, Assist in the preparation of feasibility study of new project and expansion schemes.
26-Mar-2025	Wednesday	<b>Capital Financing and Assets management :</b> Corporate finance including debt financing, equity financing and venture capital services. Portfolio management, fixed Assets register, transfer of assets etc.
27-Mar-2025	Thursday	<b>Virtual CFO services -</b> 1.Background 2) Emerging Trends & Opportunities including early mover advantage 3) Comparison - Existing Accounts Manager vs Virtual CFO 4) Services in Virtual CFO Practice 5) Technology & Virtual CFO 6) Case Studies
<b>SPECIFIC MODULE</b>		
28-Mar-2025	Friday	<b>Valuation services :</b> Valuation services, Value chain analysis, Forensic accounting, Internal Audit, Data security.
01-Apr-2025	Tuesday	
02-Apr-2025	Wednesday	<b>Taxation :</b> Preparation and filling of corporate tax returns and all other kind of tax returns, SEZ and FTZ compliances.
03-Apr-2025	Thursday	
04-Apr-2025	Friday	<b>Communication skills, ethics and performance metrics :</b> effective communication techniques, cross-cultural communication, professional ethics, compliance with US regulations, performance metrics like KPIs and productivity analysis, and strategies for marketing outsourcing services to the US market.
07-Apr-2025	Monday	<b>Payroll management :</b> Payroll processing, viewing and storage of payroll ledgers, reports, remission of taxes and other deductions.
08-Apr-2025	Tuesday	

## SPECIFIC MODULE

09-Apr-2025	Wednesday	<b>Working capital management :</b> Working capital management, liquidity management, capital structure analysis of capital investment proposals.
11-Apr-2025	Friday	<b>Financial statement preparation and schedules :</b> Preparation of financial statements, schedules and disclosures as per US GAAP
14-Apr-2025	Monday	<b>Financial statement preparation and schedules :</b> Preparation of financial statements, schedules and disclosures as per IFRS
15-Apr-2025	Tuesday	<b>International Collaboration :</b> Acquisition services (including JV which including external financial reports), advising management on amalgamations, reconstructions, takeovers and expansion schemes.
16-Apr-2025	Wednesday	
17-Apr-2025	Thursday	<b>Accounting software :</b> Training on Cloud based accounting technology and accounting software e.g. Xero, SAP, NetSuite, AI, Cloud computing.
21-Apr-2025	Monday	
22-Apr-2025	Tuesday	<b>Case Studies :</b> Training on recent case study
23-Apr-2025	Wednesday	
02-May-2025	Friday	<b>Assessment Test</b>

Register at  
<https://apo.icai.org/>  
Institutional Framework to connect  
Foreign Clients with Indian CA Firms

## Testimonials

The course gave indepth insight into the world of outsourcing practice alongwith dos and don'ts.

Overall experience was good. It is best suited for freshers or with couple of years experience.

It was really a nice experience. Came to know about the big opportunities in foreign market.

The course was useful, it tried to cover all the aspects.

The course was an eye opener for me. Hope I can benefit from the course.

The overall structure and topics were comprehensive and to the point which helps us to embark on the journey of starting Outsourcing practice.

This session exceeded my expectations. The knowledge shared was not only relevant but also delivered in a manner that kept us engaged throughout.

Faculties sessions are very insightful as not only do they give practical approach but shares real life examples.



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