

Senior Staff talent standard
Global Tax & Legal
Mergers & Acquisitions (Tax)

Leadership Capabilities

Capability	Description
Living Our Purpose	Identifies and embraces our purpose and values and puts these into practice in their professional life
Talent Development	Develops self by actively seeking opportunities for growth, shares knowledge and experiences with others, and acts as a strong brand ambassador
Performance Drive	Seeks opportunities to challenge self; teams with others across businesses and borders to deliver and takes accountability for own and team results
Influence	Builds relationships and communicates effectively in order to positively influence peers and other stakeholders
Strategic Direction	Understands objectives for clients and Deloitte, aligns own work to objectives and sets personal priorities

Core Professional and Technical Capabilities

Capability	Description
Tax Laws and Rules	Provides initial recommendations of current tax legislation across the Global Tax and Legal function to Manager level practitioners
Delivery Excellence	Demonstrates advanced knowledge of the key capabilities required to deliver a high quality service experience to the client
Analytical Thinking and Problem Solving	Selects appropriate methods for collecting and analyzing data, and develops informed recommendations that shape or support the client's business strategy
Technology Tools and Solutions	Articulates how technology enables the business and communicates this effectively to clients while ensuring appropriate technologies and methodologies are used on projects

Service Line Technical Capabilities

Capability	Description
Due Diligence	Utilizes M&A related tax concepts to develop deep understanding of the target and the potential tax implications of the transaction
Documentation	Determines the economic impact of the provisions, including indemnities, working capital calculation, and covenants
Modelling	Provides modeling assistance to the client based on understanding of specific limitations
Deal Structuring	Synthesizes and analyzes data (from multiple jurisdictions, if necessary) to develop efficient alternative structuring considerations to the proposed transaction