



# Battlecard

## The Gold Standard for IT Audit, Control and Assurance

### Elevator Pitch

Certified Information Systems Auditor® is designed for those who audit, control, monitor and assess information technology and business systems. Recognized internationally as the leading certification for IT audit professionals. CISAs are at the forefront of emerging technologies, and through controls and audit processes, they ensure compliance and minimize risk.

### Features

- CISA covers five domains:
  - Information Systems **Auditing Process**
  - **Governance** and Management of IT
  - Information Systems **Acquisition, Development and Implementation**
  - Information Systems **Operations and Business Resilience**
  - **Protection** of Information Assets
- CISAs identify and assess IT risk and ensuring compliance with IT-related regulations
- CISAs review processes, procedures and controls to ensure that IT systems in place will mitigate IT risk, i.e., no unauthorized people have access to their systems

### Benefits

- **Reduce risk:** CISAs provide assurance that the organization's IT and business systems are effectively monitored, managed and protected from future threats.
- **Create a common language:** CISAs serve as trusted business advisors by assuring that the necessary leadership and organizational structures and processes are in place to achieve business objectives and support the enterprise's strategy.
- **Drive business successes:** Regulators and clients look for a CISA designation and many businesses and government agencies require it.
- **Be prepared:** Research has shown that businesses lose up to 5% of their annual revenue to fraud and irregularities. This reality is prompting leadership to hire CISAs to implement preventive controls and provide assurance on information security and risk management even as technology changes.

### Differentiators

The CISA certification was first offered in 1978, and the average annual salary is \$142K in North America. CISA is often a mandatory requirement for an information system auditor.

### Industry Trends

- The increasing availability of data is transforming the auditing profession, enabling auditors to identify potential risks and opportunities more quickly and accurately. Big data analytics can help auditors to analyze large volumes of data and identify trends and patterns that may not be immediately apparent.
- One of the most significant trends that will shape the future of auditing is the increased use of Artificial Intelligence (AI) and automation. This will allow auditors to process larger volumes of data more efficiently and accurately. The use of AI will aid auditors in their job function, but will also need to be audited in and of itself.
- Blockchain technology is emerging as a powerful tool for auditing, particularly in areas such as supply chain management and financial transactions. The handling and recording of financial transactions will be completely changed by blockchain technology, and auditors are essential to making sure that blockchain-based systems work securely and effectively.

## Target Audience

Designed for mid-level IS audit, control, and assurance professionals looking to advance their careers.

- IT Auditor
- Compliance Analyst/Program Manager
- Risk Analyst/Privacy Director
- IT Consultant

## Awards and Recognitions

- 2023 SC Awards Finalist: Best Professional Certification Program
- Ranked #9 in the Global Knowledge's 2022 Highest-Paying Cybersecurity Certifications
- Ranked Among the Highest Paying IT Certifications in the Foote Partners LLC IT Skills and Certifications Pay Index™ Q1 2022 Research Update

## Competitive Landscape

- Certified Internal Auditor (CIA) – IIA and the IPPF Standard (more general audit focused as opposed to specific to IT Audit)
- Certified Information Technology Professional (CITP) – AICPA (is a more generalized less focused certification and requires a CPA designation)
- CompTIA and ISC2 also offer competitive products but they are more focused on information security, not audit.

## Objection Handling

### Q: Why should I get a CISA certification?

**A:** Getting a CISA certification shows that you are serious about working as an IT auditor & and dedicated to a career in the industry.

### Q: Is a CISA certification necessary?

**A:** Regulators and organizations look for a CISA designation; many businesses and government agencies require it.

## Pain Points

- Denial of service, ransomware, phishing, spam, zero-day attacks and other threats are becoming rampant, causing extensive losses to individuals and businesses
- Board doesn't understand complexity and implications of compliance  
(Source: ACA Risk and Compliance Conference, 2020)
- Organizations not properly assessing risk in each department (Source: ACA Risk and Compliance Conference, 2020)
- The IT skills gap is increasing and many IT security positions are unfilled

## CPEs

- **To maintain your CISA, you must earn and report a minimum of 120 CPE hours every 3-year reporting cycle and at least 20 hours annually.**
- CISA awards up to 1 hour of CPE for every 1 hour of instructor led training.
- Earn 28 CPEs for online CISA review course. Other review courses and certifications available as well.
- See [isaca.org/credentialing/how-to-earn-cpe](https://isaca.org/credentialing/how-to-earn-cpe) for additional information.

160% increased demand  
for CISA since 2018

“CAEs and IT audit directors are much more inclined to hire the professional with the CISA. It is fair to say that at this point in time, not having the certification can be a significant barrier.”

– Caitlin McGaw, President and Chief Recruiting Officer, Candor McGaw Inc.



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[isaca.org](https://isaca.org)

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