

The PACE/SkillPROOF IT INDEX REPORT

NEW YORK COUNTY (MANHATTAN) REPORT JANUARY 2012



When providing advice to those seeking a new position, three themes continue to recur:

Capabilities – What skills or expertise differentiate you? This may be experience in an industry, geography, or with a product.

For example, you aren't just a "project manager," but someone who has "managed a global ERP project for a \$2B manufacturing business." The additional specificity helps you resonate with a future employer.

Courage – Once you do get the call, the interviewer wants to know if you can meet the job responsibilities. If you don't show that you are confident in yourself, then it makes it harder for the interviewer to be.

Justify your confidence with examples in-line with your capabilities.

Connectedness – Whether you like it or not, you will need to request help. When looking at an opening it is important to ask, "Who do I know there?" and "Who might that person know?" A referral from an internal employee is more likely to be pursued than a resume posted online.

Finding a new job is tough emotionally. Make sure you set realistic goals. Best wishes!

-- Terence Finn (BS/CS '94)
Director, IT Strategy
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Manhattan IT Job Market Down Marginally for the Year

During 2011, the labor market for IT professionals remained relatively stable -- up a few percentage points, down a few percentage points, but essentially steady. As a result, the drop of 2 percent since last quarter and a comparable decline year-over-year, are not of great concern. Given the improvement in the labor market as a whole in recent weeks, our expectations for Manhattan IT professionals in 2012 are positive.

The **Pace/SkillPROOF IT Index (PSII)** registered 106 for the fourth quarter of 2011, down from 110 in the third. As described previously, we believe that the market in Manhattan continues to behave in a **Dynamic Zig-zag** fashion, a mirror image of the labor market as a whole where the number of additional jobs created is positive but the unemployment rate frequently fails to reflect this increase.



Employment: Computer Network, Systems and Database Administrators

Job prospects. Computer network, systems, and database administrators should continue to enjoy excellent job prospects. In general, applicants with a college degree and certification will have the best opportunities. Job openings in these occupations will be the result of strong employment growth, as well as the need to replace workers who transfer to other occupations or leave the labor force.

Projections data from the National Employment Matrix (BLS)

Occupational Title	SOC Code	Employment, 2008	Projected Employment, 2018	Change, 2008-18		Detailed Statistics
				Number	Percent	
Computer network, systems, and database administrators	—	961,200	1,247,800	286,600	30	—

EARLY BAROMETER: WHAT THE INDEX TRACKS

The Pace/SkillPROOF IT Index tracks job openings in New York County (Manhattan) and in a separate report, Westchester County, NY. Both versions use data obtained by SkillPROOF, Inc., which are based on a selection of 130 blue chip companies from a cross section of major US industries. Their names are proprietary, but all post openings for jobs in the New York area and automatically update job openings on their Web sites. Regional extrapolations are based on a formula derived from Bureau of Labor Statistics data and other calculations. For more information see www.skillproof.com. The Pace Index is calculated in three formats: the weighted average of the job postings as a snapshot of the IT job market, and year-to-year and month-to-month changes in major categories as diffusion indexes. For more information about the methodology visit the PSII Web site at <http://www.pace.edu/psii>.

Job Outlook for 2012

According to a recent survey of nearly 1200 hiring managers and recruiters by **dice.com**, demand for tech professionals will be strong during the first half of the new year. Sixty-five percent of the respondents said that they plan to hire with 27 percent indicating that they are looking to expand their IT staff by more than 20 percent.

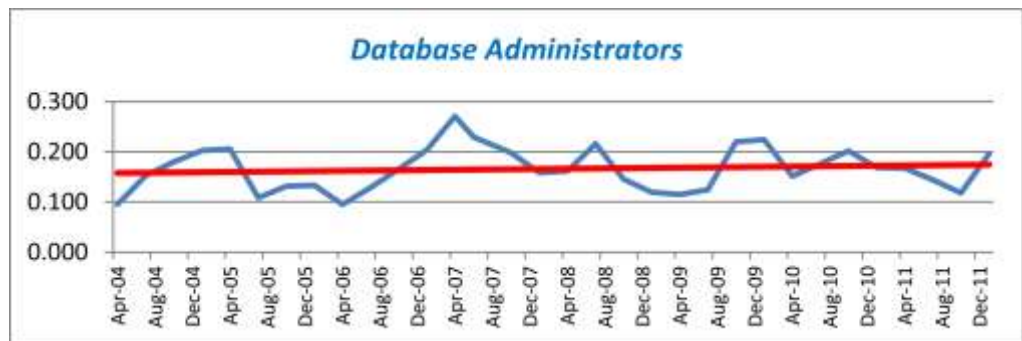
Demand for experienced professionals is particularly strong with more than 40 percent of employers stating that they will increase salaries for new hires in order to attract top talent.

In its *2012 Technology Jobs Outlook Report*, **monster.com** concurs and reports that New York City is among the strongest IT markets for the new year. In addition to opportunities in health care and financial services, industries that will hire aggressively this year include life sciences, telecom, transportation, and energy. Software engineers – particularly mobile app developers -- security experts, social media specialists, and generalists are the most in-demand positions.

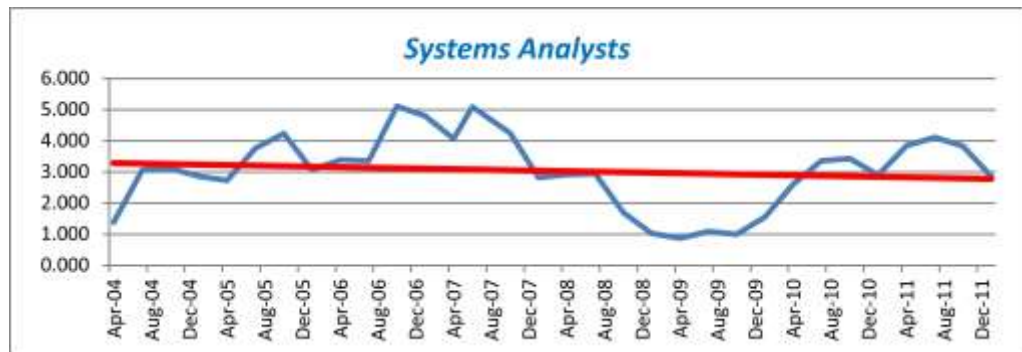
4th Quarter Analysis

The national labor market is finally showing signs of improvement. The unemployment numbers which remained stubbornly above 9 percent for many months, fell to 8.5 percent in December, the lowest rate since March 2009. Although the national “Jobless Recovery” continues to fluctuate between gains in some sectors and losses in others, signs of recovery are evident. Of the 11 categories that comprise the PSII, four improved substantially and seven declined. The highest demand was for **Database Administrator** with an increase of over 60 percent, followed by demand for **Computer Scientists, Research** up 10 percent and then by **IT Managers** up 9 percent. On the down side, the greatest loss during the fourth quarter was for **Systems Analysts** at 26 percent.

On an annual basis, the situation was similar. Relative to the fourth quarter of 2010, the biggest gainer was **Network Systems and Data Communications Analysts** with an increase of 55 percent, and the biggest loser was for **Computer Scientists, Research** at 70 percent.



As reported in October, there is a need for an enduring structural adjustment in the overall labor market in order to stabilize fluctuations. There are signs that might occur in 2012 resulting in substantial growth in all job sectors and specifically in the professional IT job market.



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