

The PACE/SkillPROOF IT INDEX REPORT



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!

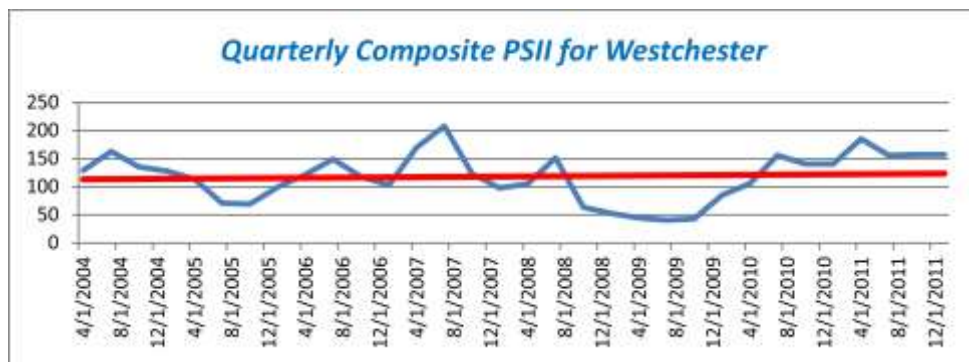
-- Terence Finn (BS/CS '94)
Director, IT Strategy
GE Asset Management

Seidenberg
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IT Job Growth in Westchester Flat for 2011

The **Pace/SkillPROOF IT Index (PSII)** remained unchanged at 158 during the final quarter of 2011. Nevertheless, of the eleven categories that comprise the Index, six showed positive gains and the overall job market showed signs of improvement. In December, the economy added over 220,000 new jobs and the unemployment rate dropped to 8.5 percent, the lowest in over three years. Also, looking at the data year-over-year, the market improved by 12 percent, which matched the annual comparison of the previous quarter. Given the relatively stable performance of the IT job market in Westchester County during the last five quarters, minimal movement during the fourth quarter may not be consequential.



Employment: Computer Support Specialists

Job prospects. Job prospects are expected to be good; those who possess a bachelor's degree, relevant technical and communication skills, and previous work experience should have even better opportunities than applicants with an associate degree or professional certification.

Projections data from the National Employment Matrix

Occupational Title	SOC Code	Employment, 2008	Projected Employment, 2018	Change, 2008-18		Detailed Statistics
				Number	Percent	
Computer support specialists	15-1041	565,700	643,700	78,000	14	[PDF] [XLS]

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 use data obtained by SkillPROOF, Inc, 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 BLS 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>.

Quarterly Quote

“Software is like entropy: It is difficult to grasp, weighs nothing, and obeys the Second Law of Thermodynamics -- i.e., it always increases.”

Norman Augustine

Member, President's Council of
Advisers on Science and Technology

Job Outlook for 2012

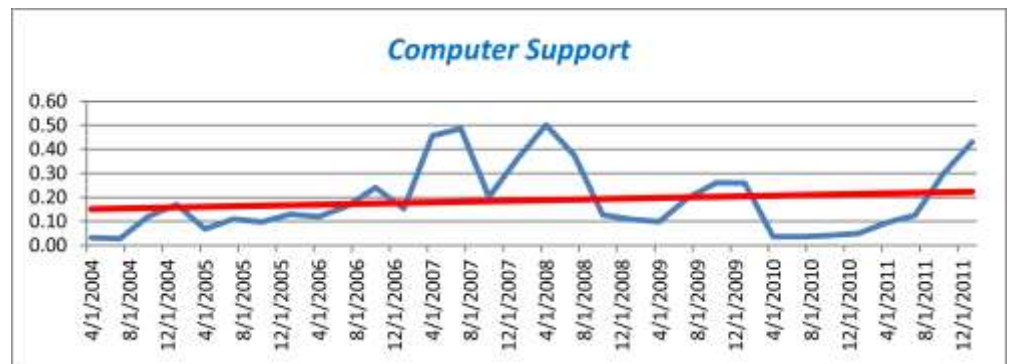
According to a recent survey of nearly 1200 hiring managers and recruiters by **dice.com**, demand for tech professionals will be strong during the first half of the new year. Sixty-five percent of the respondents said that they plan to hire with 27 percent indicating that they are looking to expand 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 labor market is finally showing improvement. The number of newly created jobs rose significantly, jobless claims dropped and, finally, the unemployment rate decreased as did the number of underemployed and discouraged workers. The IT industry in Westchester County reflects this change of direction and may be a leading indicator of what is happening in the market as a whole. The market showed promise during the final quarter of 2011, even though the Index remained steady. Of the eleven categories tracked by PSII, six rose significantly, two declined and three remained flat. On a quarterly basis, **Network Administrator** showed the most improvement up 113 percent followed by **Systems Analysts** up 108 percent. In comparison to the final quarter of 2010, the numbers were even better with the former up 193 percent and the latter up more than 200 percent. **Computer Support Specialists** showed the largest overall gain of 700 percent.



On the low side, demand for **Other Specialists**, remained flat and below trend. This may not be meaningful in that this is a catch-all category that historically increases when the others are in decline.



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