



Building Your I.T. Career: A Complete Toolkit for a Dynamic Career in Any Economy (2nd Edition)

Matthew Moran

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Second Edition

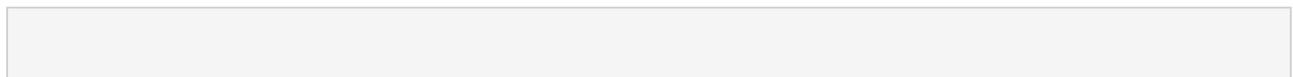
Break in. Move up. Earn more. Stay on top.

Get the I.T. career edge you need right now!

“They” say it’s tougher now to build a great career in I.T. “They” complain about outsourcing, cutbacks, and the tough economy. Don’t complain: act! Right this minute, outstanding I.T. jobs and careers are out there: You just have to know how to get them! This 100% I.T.-focused, up-to-the-minute toolkit delivers all the insider skills and insights you need to get your next great tech job now—and build lifelong success in the industry. It will help you plan your career, set achievable goals, organize them into practical action items, and *make it happen!*

Totally updated for today’s newest hiring trends, *Building Your I.T. Career*, Second Edition is packed with examples from real I.T. pros and hiring decision-makers, it will help you get in, get promoted, get raises, and stay in demand—one easy step at a time!

- Focus on the I.T. careers you'll be happiest and most successful in
- Discover what opportunity looks like today—and how to take advantage of it
- Adopt the proactive attitudes associated with I.T. career success
- Master the personal communication skills you need to get a job—and succeed when you have it
- Develop more effective cover letters and resumes, and interview brilliantly
- Break in to I.T. for the first time
- Build your social media and offline networks, and use them to supercharge your job search
- Negotiate salary and employment agreements that get you what you deserve
- Learn (and do) what it takes to get promoted
- Take advantage of telecommuting and consulting options
- Move into management (if that's what you want)
- Use mentors and career coaches effectively
- Become a high-priced hourly consultant
- Gain the personal financial discipline that liberates you to choose your best career options
- Make yourself nearly indispensable



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