

PLANNING YOUR CAREER

Patrick McLoughlin

ABOUT THE PRESENTER

Patrick McLoughlin, GISP

State Chief Data Officer

[linkedin.com/in/patrick-mcloughlin-572b5140](https://www.linkedin.com/in/patrick-mcloughlin-572b5140)



AGENDA

01 Strategies for Launching your Career

02 Tech as a Career Choice

03 Value of Strong Communication



This presentation incorporates a variety of topics such as trends within the tech industry and career advancement. The opinions expressed here are my own and do not represent an official position of the State of Maryland

STRATEGIES FOR LAUNCHING YOUR CAREER

- 01 Be honest with yourself
- 02 Develop and plan
- 03 Build a network
- 04 Use the resources at your university
- 05 Take personal initiative

Be honest with yourself

01

What are your strengths and values?

What do you want for yourself and your future?

02

03

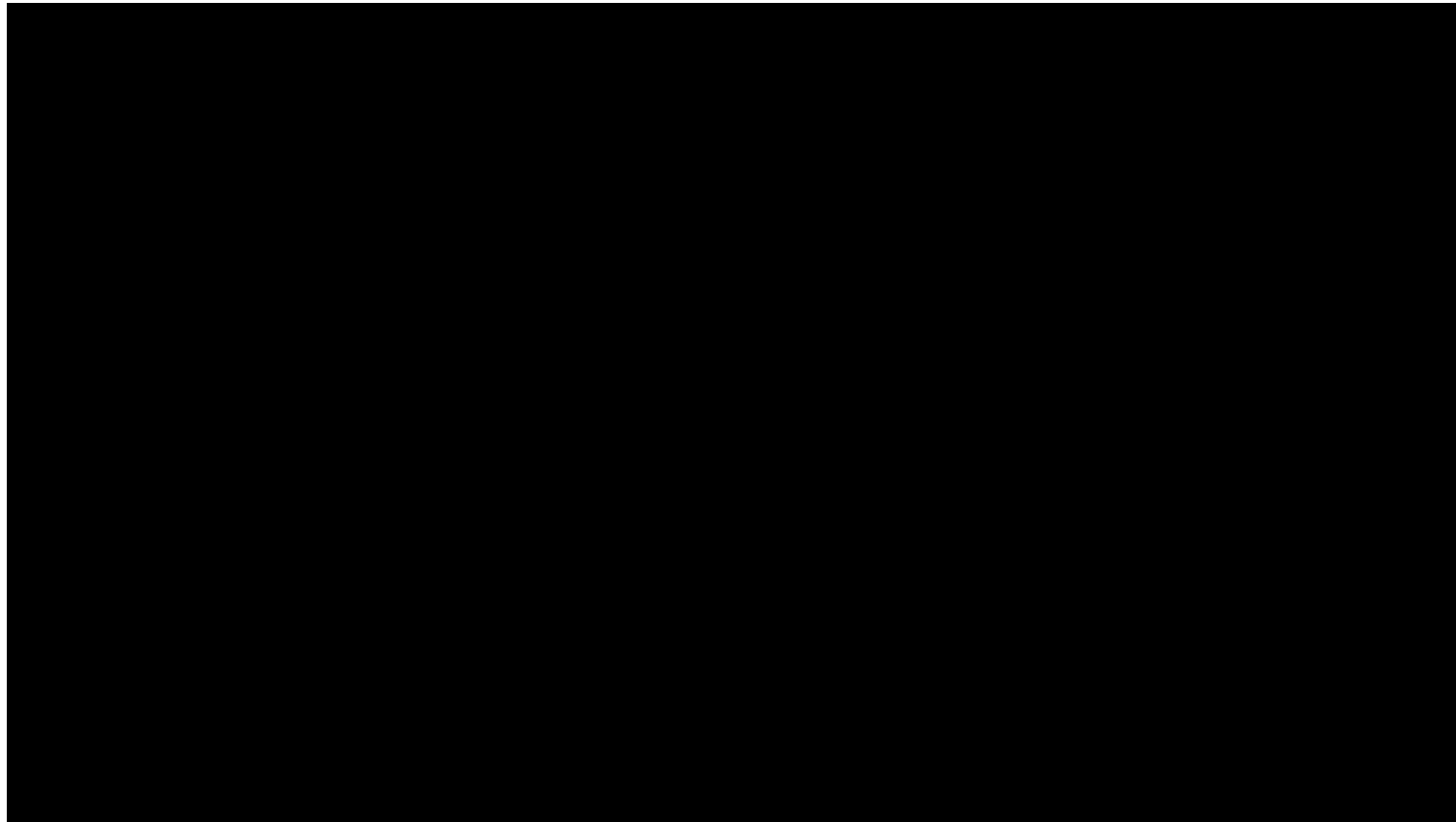
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Be honest with yourself

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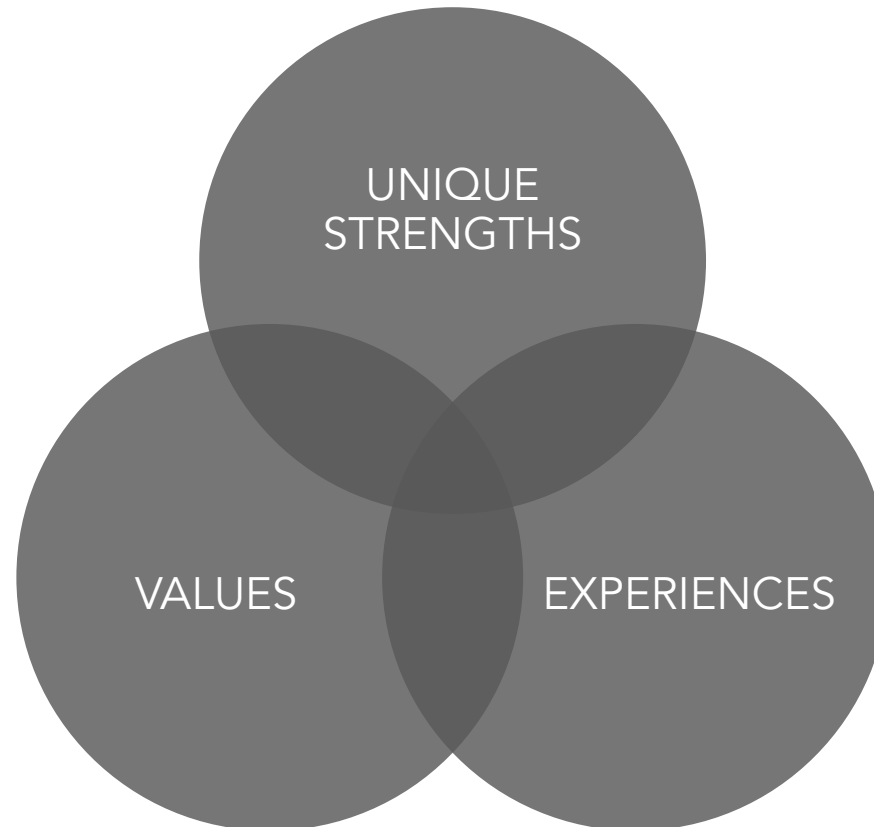
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Be honest with yourself

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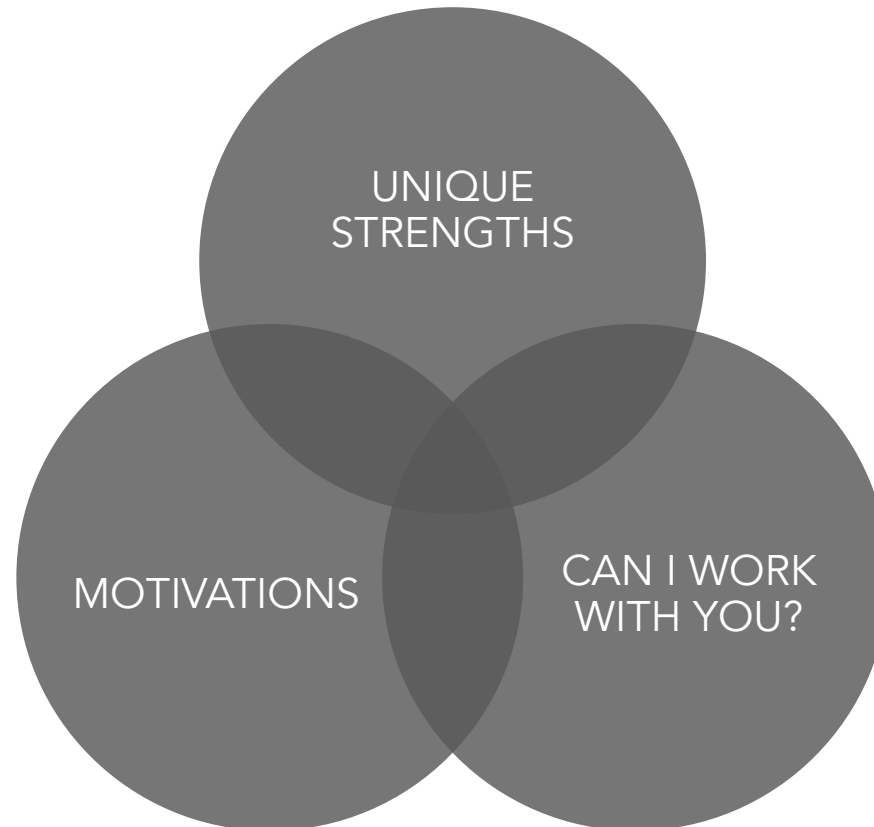
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Be honest with yourself

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STRATEGIES FOR LAUNCHING YOUR CAREER

Be honest with yourself

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The screenshot shows the UMBC Career Center website. The header includes the Division of Student Affairs and the Career Center logo. A navigation bar lists various user groups: About the Center, for Students, for Families, for Employers, for Alumni, for Faculty, and Tool Kit. The left sidebar contains a 'for Students' menu with links to 'How to Move from College to the Workforce', 'Calendar of Recruiting & Career Events', 'Discover Your Options', 'Assess your Strengths, Skills & Interests' (highlighted), 'Explore Careers & Majors', 'Get Involved', 'Goal Setting', 'Prepare Your Documents', 'Build Your Network', 'Find an Internship or Job', 'Additional Career Resources for Specific Populations', 'Master the Interview', 'Negotiating & Evaluating Offers', 'Tips for Impressing on the Job', 'Applying to Graduate School', 'Request a Workshop', 'Student Org Guest Speaker Request', 'Request an Interview Room', and 'Student FAQs'. Below the sidebar, the 'Location' section lists 'Math/Psychology Building Room 201'. The 'Contact' section includes 'Contact Us', 'myUMBC', 'Facebook', 'Twitter', and 'Instagram'. The main content area is titled 'Assess Your Strengths, Skills & Interests' and contains text about exploring options, a 'FOCUS2: Career and Education Planning Online Assessment' section with a 'Create an account' button, and a 'Myers-Briggs Type Indicator (MBTI)' section with a 'Create an Elevate account and take the MBTI assessment' button.

<https://careers.umbc.edu/students/discover/self/>

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Be honest with yourself

01

FOCUS2: Career and Education Planning Online Assessment

This online self-assessment tool provides you with personalized career exploration and planning services. Based on your interests, your personality, your talents and your values, FOCUS2 will provide a customized report listing careers that match these areas.

Take the FOCUS2 assessment, then, schedule a [60-minute FOCUS2 appointment](#) with a career advisor to discuss your results.

Create an account	
Current Students & Alumni with myUMBC access: Retrieve the registration code now	All Others: Request the registration access code via email
Existing User	
Log in	

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Be honest with yourself

What's Your Personality Type?

Use the questions on the outside of the chart to determine the four letters of your Myers-Briggs type.
For each pair of letters, choose the side that seems most natural to you, even if you don't agree with every description.

1. Are you outwardly or inwardly focused? If you:

- Could be described as talkative, outgoing
- Like to be in a fast-paced environment
- Tend to work out ideas with others, think out loud
- Enjoy being the center of attention

then you prefer
E
Extraversion

- Could be described as reserved, private
- Prefer a slower pace with time for contemplation
- Tend to think things through inside your head
- Would rather observe than be the center of attention

then you prefer
I
Introversion

2. How do you prefer to take in information? If you:

- Focus on the reality of how things are
- Pay attention to concrete facts and details
- Prefer ideas that have practical applications
- Like to describe things in a specific, literal way

then you prefer
S
Sensing

- Imagine the possibilities of how things could be
- Notice the big picture, see how everything connects
- Enjoy ideas and concepts for their own sake
- Like to describe things in a figurative, poetic way

then you prefer
N
Intuition

ISTJ

Responsible, sincere, analytical, reserved, realistic, systematic. Hardworking and trustworthy with sound practical judgment.

ISFJ

Warm, considerate, gentle, responsible, pragmatic, thorough. Devoted caretakers who enjoy being helpful to others.

INFJ

Idealistic, organized, insightful, dependable, compassionate, gentle. Seek harmony and cooperation, enjoy intellectual stimulation.

INTJ

Innovative, independent, strategic, logical, reserved, insightful. Driven by their own original ideas to achieve improvements.

ISTP

Action-oriented, logical, analytical, spontaneous, reserved, independent. Enjoy adventure, skilled at understanding how mechanical things work.

ISFP

Gentle, sensitive, nurturing, helpful, flexible, realistic. Seek to create a personal environment that is both beautiful and practical.

INFP

Sensitive, creative, idealistic, perceptive, caring, loyal. Value inner harmony and personal growth, focus on dreams and possibilities.

INTP

Intellectual, logical, precise, reserved, flexible, imaginative. Original thinkers who enjoy speculation and creative problem solving.

3. How do you prefer to make decisions? If you:

- Make decisions in an impersonal way, using logical reasoning
- Value justice, fairness
- Enjoy finding the flaws in an argument
- Could be described as reasonable, level-headed

then you prefer
T
Thinking

- Base your decisions on personal values and how your actions affect others
- Value harmony, forgiveness
- Like to please others and point out the best in people
- Could be described as warm, empathetic

then you prefer
F
Feeling

4. How do you prefer to live your outer life? If you:

- Prefer to have matters settled
- Think rules and deadlines should be respected
- Prefer to have detailed, step-by-step instructions
- Make plans, want to know what you're getting into

then you prefer
J
Judging

- Prefer to leave your options open
- See rules and deadlines as flexible
- Like to improvise and make things up as you go
- Are spontaneous, enjoy surprises and new situations

then you prefer
P
Perceiving

ESTP

Outgoing, realistic, action-oriented, curious, versatile, spontaneous. Pragmatic problem solvers and skillful negotiators.

ESFP

Playful, enthusiastic, friendly, spontaneous, tactful, flexible. Have strong common sense, enjoy helping people in tangible ways.

ENFP

Enthusiastic, creative, spontaneous, optimistic, supportive, playful. Value inspiration, enjoy starting new projects, see potential in others.

ENTP

Inventive, enthusiastic, strategic, enterprising, inquisitive, versatile. Enjoy new ideas and challenges, value inspiration.

ESTJ

Efficient, outgoing, analytical, systematic, dependable, realistic. Like to run the show and get things done in an orderly fashion.

ESFJ

Friendly, outgoing, reliable, conscientious, organized, practical. Seek to be helpful and please others, enjoy being active and productive.

ENFJ

Caring, enthusiastic, idealistic, organized, diplomatic, responsible. Skilled communicators who value connection with people.

ENTJ

Strategic, logical, efficient, outgoing, ambitious, independent. Effective organizers of people and long-range planners.

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Be honest with yourself

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Other Self Assessments (external)

- Career Key*
- 16 Personalities
- O*Net Interest Profiler
- Truity*
- The Keirsey Temperament Sorter
- Personality Style Test*

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** – A fee will be charged for the assessment.*

Develop a plan

02

How will you achieve the personal goals that you have laid out for yourself?



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STRATEGIES FOR LAUNCHING YOUR CAREER

Develop a plan

University degrees

Industry specific accreditations or certifications

Career path or business plan

02

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Build a network

03

Job postings versus your personal network

04

05



Build a network

03

Tips for building your network

Broadcast your interests

Get involved in your community

Find mentors

Participate in campus clubs and activities

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Use the resources at your university

Internship placements

Resume building

Papers and research projects as career builders

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Use the resources at your university

04



WELCOME TO UMBC'S CAREER CENTER

VISION: The UMBC Career Center aims to empower all students and graduates to create their own success stories.


Our team of talented and dedicated professionals are here to help you explore your career options, weigh decisions, and gain experience through internships, co-ops, and research positions. We will also connect you to employers seeking to hire UMBC talent through on-campus networking events and career fairs.
See: [Resources for Students](#).

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Use the resources at your university

04

Upcoming Events

ON-SITE Fall Career & Internship Fair – Wednesday, September 21, 2022 (11:30 a.m. – 3:30 p.m.), RAC Arena [REGISTER TODAY!](#) 

Regular Registration: \$490

Limited 501(c)(3) Registrations: \$300 (must provide valid 501(c)(3) letter to plitt@umbc.edu)

Additional Items:

\$100 full-page directory advertisement

\$200 Event Sponsorship (campus parking for 2 vehicles, logo displayed prior to and at the fair, lunch for up to 6 representatives)

ON-SITE Diversity Recruitment Event – Thursday, October 20, 2022 (5 – 8 p.m.)

Please complete the [Employer Interest Form](#) to receive full event details and registration information when available. <https://careers.umbc.edu/employers/career-fairs-events/>

05

STRATEGIES FOR LAUNCHING YOUR CAREER

Use the resources at your university



News & Views Careers Events Reports & Data

Trending: Faculty Cuts Virginia's Scandals and Academe

INSIDE HIGHER ED

Admissions Digital Learning Fund-Ra

Subscribe Free Advertise Hire Faculty & Sta

Early Job Searches and Internships Lead to Good Jobs

By **Paul Fain** // September 17, 2018 0 COMMENTS

Results from an **EAB survey** of more than 6,000 recent graduates from five public universities show that students who start their job searches at least six months before graduating, have a paid internship or join extracurricular organizations are more likely to get a good job after graduating. However, the research firm said most students do not participate in those activities.

For example, 34 percent of students started looking for a job between 6-12 months before graduation. Just 32 percent of surveyed students had a paid internship, while 31 percent had participated in an academic student organization.

"Students are increasingly focused on the kind of job and salary they can get right out of school. And administrators want to know what they can do to help students achieve their goals," Brandon Chinn, an EAB associate principal, said in a written statement. "This survey underscores how important it is for students and schools to be purposeful and proactive about career preparation. It also shows that too few students are doing so."

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Take personal initiative

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Take action and get started on fulfilling your plans

The power of early efforts to develop yourself

Exceed expectations

Raise your hand and be the first to step up



Myths vs. Facts

Myths	Facts
Work is boring/tedious	Tech involves creativity and inventiveness. Significant opportunities to be an innovator.
Limited opportunity for advancement	Tech is always changing, and your role will be too. Employers continue to add new jobs as new technologies emerge.
Tied to a desk	Working in a standard 9-to-5 office environment is not the norm in high tech. Sometimes possible to perform job anywhere.
Feeling isolated	Some tech jobs are highly social by their nature. Even analytical jobs require frequent communication.
Hierarchical work environment	Project teams often operate in an agile fashion. Many opportunities to engage in startup, small biz, or freelance work.
Work is not meaningful	Tech companies are transforming the world and improving lives every day.

Opportunity

High Demand	Nearly every sector utilizes technology professionals. Tech workers are in constant demand around the world.
Cutting-Edge	There are opportunities to be a part of cutting-edge technology. (drones, cybersecurity, developing autonomous cars)
Mobility	Variety, career advancement, and mobility are built in aspects of working in technology.
Job Security	The predicted job growth rate in tech is significant, and sometimes outstrips the supply in the workforce.
Remote Work	A growing number of engineers are finding opportunities that enable them to work remotely from anywhere in the world.
Outstanding Pay/Benefits	Tech workers enjoy above average pay ranges with the opportunity to make more with higher credentials and more experience.

Opportunity

<https://www.investopedia.com/personal-finance/jobs-lowest-unemployment-rates/>

Cybersecurity Expert – The Cybersecurity Business Report claims a zero-unemployment rate for workers in this demanding job. The employment crisis for cybersecurity experts is expected to continue through 2021. In 2016, there were 1 million job openings, with two openings for every available job candidate.

Software Developer, Applications – This highly technical job within the Information industry claims 114,921 jobs per month with only 31,272 monthly hires, leaving a large gap of unfilled positions.

Network and Computer Systems Administrator – This position has close to 70,000 job postings per month and just 18,568 monthly hires.

Computer Systems Analyst – Another information industry position has 71,555 job postings monthly, 24,703 hires a month and a gap of 46,852 unfilled jobs.

Opportunity

<http://commerce.maryland.gov/about/rankings-and-statistics>

Maryland ranks third in the Milken Institute's biennial State Technology and Science Index for 2018. Maryland received top ten rankings in four of the five index components, including first in the technology and science workforce category.

Maryland places second in WalletHub's State Innovation Index based on 22 indicators including share of STEM professionals, R&D spending per capita, tech company density, and other human capital and innovation environment factors.

Maryland ranks fifth and is an "Innovation Champion" according to the Consumer Technology Association's 2018 Innovation Scorecard. The ranking is based on 12 criteria that include sensible tax structures and policies allowing cutting-edge technologies and new business models to flourish, all of which creates high-quality jobs and healthy economic growth.

Opportunity - Jobs

<https://www.glassdoor.com/blog/guide/best-paying-technology-jobs/>

The field of computer and information technology (IT) is one of the fastest-growing in the country. According to the [U.S. Bureau of Labor Statistics](#), jobs in IT are projected to grow 11% by 2029, adding more than 531,000 new jobs

Average Base Salary (6/29/21)

1. Chief information officer: \$161,100
2. Software Development Manager: \$153,300
3. Blockchain Engineer: \$150,000
4. Technical Program Manager: \$145,000
5. Computer & Information Systems Manager: \$142,530
6. DevOps Engineer: \$141,200
7. Database Manager: \$137,500
8. Mobile Applications Developer: \$133,816
9. Information Security Engineer: \$131,300
10. Big Data Engineer: \$130,674

Opportunity - Certs

<https://www.globalknowledge.com/us-en/resources/resource-library/articles/top-paying-certifications/>

1. Google Certified Professional Data Engineer — \$171,749
2. Google Certified Professional Cloud Architect — \$169,029
3. AWS Certified Solutions Architect - Associate — \$159,033
4. CRISC - Certified in Risk and Information Systems Control — \$151,995
5. CISSP - Certified Information Systems Security Professional — \$151,853
6. CISM – Certified Information Security Manager — \$149,246
7. PMP® - Project Management Professional — \$148,906
8. NCP-MCI - Nutanix Certified Professional – Multi-cloud Infrastructure — \$142,810
9. CISA - Certified Information Systems Auditor — \$134,460
10. VCP-DVC - VMware Certified Professional - Data Center Virtualization 2020 — \$132,947
11. MCSE: Windows Server — \$125,980
12. Microsoft Certified: Azure Administrator Associate — \$121,420
13. CCNP Enterprise - Cisco Certified Network Professional - Enterprise — \$118,911
14. CCA-V - Citrix Certified Associate - Virtualization — \$115,308
15. CompTIA Security+ — \$110,974

TECH AS A CAREER CHOICE

Opportunity



TECH AS A CAREER CHOICE

Opportunity

Working for the State of Maryland

Excellent work/life balance

Generous Benefits

Early opportunities to work with big things

Lots of positions available



VALUE OF STRONG COMMUNICATION SKILLS



How the customer explained it



How the Project Leader understood it



How the Analyst designed it



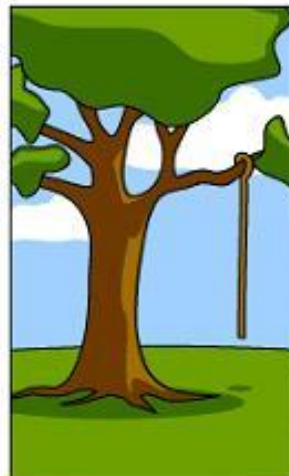
How the Programmer wrote it



How the Business Consultant described it



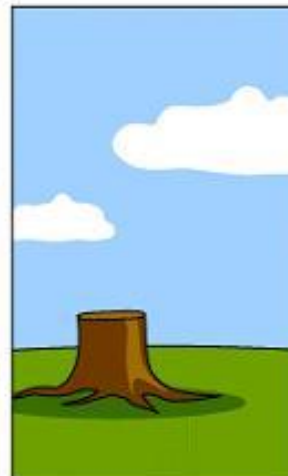
How the project was documented



What operations installed



How the customer was billed



How it was supported



What the customer really needed

Precise Writing Skills

Precise Writing Skills

Whether it's documenting a project scope or creating a user manual for a new database, information technology professionals must be able to write clearly and precisely about their work.

Oral Presentation Skills

Oral Presentation Skills

You may be called upon to explain how a particular system works or present the proposal for a new project. Confident, engaging and clear oral presentation skills will help ensure your success.

Strong Listening Skills

Strong Listening Skills

A good IT professional listens carefully to requirements, but they also listen for subtext and unsolved problems. People sometimes blame the technology for not providing what they need when they're not asking the right questions. A skilled listener can 'hear between the lines' and help people work through questions, issues and problems related to information technology projects.

Communication

If you think that communication skills aren't very important for information technology jobs and careers, think again. As the world of IT grows ever more complex, information technology professionals are called upon daily to explain technology applications to marketing, sales, operations, finance and other professionals at the companies where they work.