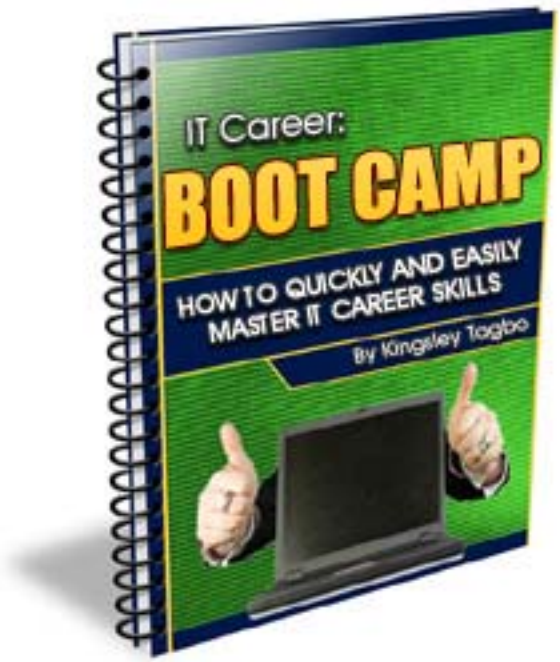

By Kingsley Tagbo

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Join the growing community of friends who practice or teach our principles. Click here to share this book to your friends.

About the Author

Kingsley Tagbo is a consultant and career coach. Kingsley's claim to fame is that he's always learning or consulting with corporations using the principles set forth in this book. He has founded several IT Career Boot Camps, IT coaching and IT study groups using the guidelines in this report. He lives in Saint Louis, Missouri, USA from where he helps individuals, non-profits or corporations stay ahead of the technology curve though onsite or online coaching, study and training programs. **Click here to get in touch with him**;

http://www.it-career-coach.net/contact-us/

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Introduction

Plan for success

When failure is not an option, a step by step plan for advancing your career must be followed. Failing to plan your career is the same as planning to fail. Some people put their fate in luck or chance while others study and follow successful principles.

Guessing and stumbling is an unnecessary, expensive and time-consuming process. It reduces the chances of success by multiplying the obstacles and difficulties one must overcome.

Following a career roadmap or blueprint saves time and money. It reduces economic uncertainty by ensuring career success.

This report uncovers a career blueprint or roadmap for achieving your career goals! *Share it with friends or use it for your benefit.*

Choose career wisely

Choosing a career is a very serious decision that you will likely have to live with for some time. It is simply too important a decision to make without knowing the right questions to ask or asking the right people.

Some careers will be extremely difficult or frustrating for you because you lack the technical aptitude or personality for it. Other career choices may be wrong for you because they do not make the best use of your competitive abilities.

There is simply no place for guessing or deciding without information when *guidance for every situation is available at the click of your mouse*. ***Click here to contact us and we will be glad to take care of you! http://www.it-career-coach.net/contact-us/***

The Success Principles

Employers are only interested in what you can do for them. So, they monitor your effectiveness or judge you by your performance. The best way to secure your job, your career or income is by improving your performance. Your performance is determined by your skills, hands-on experience and reputation among your peers.

Skills – become the best you

Your skill level is assessed based on your performance at job interviews or employment tests before you are hired.

After you are hired, your skill level is determined by how quickly you solve problems or complete assigned tasks.

Your skills are not based on how long you've been at a job. So, beginners are able to sharpen their skills to intermediate or advanced levels even though they have little industry experience.

Skills are determined by the amount of relevant information you can remember or bring to bear on problems. It's a function of how much you know and how much you remember.

Every career has its required skills. For example; database developers are skilled at database design, database development and SQL query analysis. Business analysts are skilled at requirements elicitation, analysis, validation or management. Software developers are skilled at web, windows or mobile software application development.

Career Coaching Tip: Improve your skills through constant study and practice.

Hands-on experience – learn by doing

The mindset of employers in the IT industry is that; "*past performance is the best predictor of future performance*". So they

require hands-on experience for job openings because it assures them of a candidate's ability to perform or succeed on the job! Lack of hands-on experience is a career killer, posing a daunting obstacle to professionals seeking promotions, jobs, or career advancement opportunities. It's the classic chicken-and-egg which comes first problem. You are required to demonstrate hands-on experience to get hired and you can't get hired without the required hands-on experience!

Hands-on experience cannot be gotten from textbooks or academic qualifications. Hands-on experience must be gotten by solving real business problems. You can improve hands-on experience by working on or completing more projects. However, hands-on experience is not measured by your length of years in the industry. It is measured by the real-life challenges you overcome in solving problems or completing projects.

For example, it's not enough to say that you have been a business analyst for five years. The question is, what you have been doing for those five years. So, a business analyst with one year of experience gained at a fast paced, highly challenging information technology group may accomplish more than a business analyst who spends five years doing working on legacy projects!

Career Coaching Tip: It's the quality of your experience that matters and not the length!

Reputation – stand up and be noticed

You are really only as good your word. Do you know skilled, experienced professionals who can't seem to get ahead? Check their reputation. Either they say little about their work and allow others to take credit for it or they are constantly talking the value of their work down!

Don't make the mistake of assuming that your work alone will speak for itself. Even when it does, it may be perceived to be of little value. Realize that your skills are just a tool, a means to an end. So, always be assuring your team or managers about the value you create or contribute to your company.

I can't over-emphasize that being busy is not enough. You also have to tell others about the value you are creating, because your work is as valuable as you say it is. Stay visible in your industry as well. It is valued by your peers, team members and employers. It tells them that you are passionate about your career and are in tune with advancements in your industry. Work at your reputation on the job and outside, in your industry. Remember, just doing one without the other is not enough!

For example, a business analyst may take the time to assure the stakeholders and project sponsors that the developers are working on the correct requirements. A software developer may take the time to describe the feature or functionality represented by a piece

of code being written. A database developer may take the time to describe the impact of correct database design on a website's response time or user experience!

Career Coaching Tip: Protect your reputation on the job to stay employed and cultivate your reputation in the industry to get hired!

The Blueprint

I have discussed the principles that are necessary for career success. Now, I am going to show to easily achieve them.

Several years, ago, I stumbled on a highly effective technique for acing job interviews and advancing my career at work.

Skills → Hands-on Experience → Career Advancement

Job interviews - You see, I had a job interview coming up and I practiced hard for it using practice tests. It was a first time for me, but I scored above 90% in my pre-employment screening.

Hands-on experience - Before my face-to face interview, I gained the required job experience without any formal job offer or employment by working on several carefully selected hands-on projects.

Finally, I put together my resume and attended my face to face interview for my new IT career. Now, not only did I get hired for the new job, big career doors opened up for me within a month.

Career advancement - Using these techniques, I quickly advanced my skills from beginner to senior level in a short period of time. Starting at the bottom, I got my first promotion within a month because my skills were so sharp! I had sharpened my skills to levels that typically take years to achieve … in six months.

Within six month of starting out on a new career, I was working on projects typically reserved for senior level talent and getting paid at that level too!

Leadership projects – The desire to keep sharpening my skills and working on new projects lead to my first big leadership project. I started a new community for IT professionals passionate about solving problems. I wrote articles, authored blogs and stayed visible. Eventually, my efforts paid off and I started getting multiple job offers, bigger projects to work on and even more job satisfaction …who says you can't get it all?

Career Coaching Tip: We buid our online training programs, career coaching and study groups on these same principles. Use them to stay hired, get a new job or advance to amazing heights!

The Plan

I have discussed the principles or elements needed for career success. Now, I am going to show you how to use them!

Prepare for Job Interviews

Start preparing for job interviews weeks before you need them. Take quizzes after you learn any new topic to improve your memory, retention and recall.

Study Effectively

Reading a book or watching a video means nothing because you will forget a lot of what you read. Using quizzes to review a book's chapter or a short video clip is highly recommended. That helps ensure you are actually retaining new information.

Improve Job Performance

Do not use take quizzes solely for certification or job interviews. Use them to boost your performance on the job. Keep practicing with quizzes and your skills will get better and better!

Think Outside the Box

Do not wait to get experience from a job … think outside the box and you will get experience without a job! Qualify yourself for a new promotion or job by doing it job informally.

Learn by Doing

Reading a book or watching a video is not enough. Put what you learn from a book's chapter or a short video clip to work. Your learning is not complete until you actually put it to work.

Teach Others What You Know

Share your knowledge, skills and experience with others. You gain a deeper understanding and become more visible in your industry. It could be the best investment you make any economy. By looking after others, you ensure that they will be looking out for you too!

Do you follow

The same principles discussed in this book are employed as the foundation of our coaching programs, study groups or training programs. This is how we use them;

IT Career Boot Camps

Anyone can learn anywhere at anytime - The IT Career Boot Camps are designed for professionals who want the ease or convenience of online video training. They log-in to a private, web-based learning management system (LMS) from any location at any time of the day or evening. Click here to see the available training programs: **http://www.it-career-coach.net/shopping-cart/**

1. Single or multiple choice quizzes are used **with videos** to improve retention and skill level. Quizzes are graded automatically, test scores are displayed in personal report cards.

2. Hands-on projects are used **with videos** to provide experiential learning. Students solve real-world problems which are submitted back to a coach for review or grading.
3. Leadership coaching is available for select professionals who want to increase their visibility or reputation in their industry. Each individual's project is based on background, experience, and career planning.

IT Study Groups

Anyone can join an IT study group - The IT Study Groups are designed for professionals who want to learn by studying through recommended professional textbooks.

The Study Groups are organized around recommended textbooks following these principles;

1. Single or multiple choice quizzes are used **with textbooks** to improve retention and skill level.

2. Hands-on projects are used with textbooks to provide experiential learning. Students practice solving real-world problems after learning new topics.
3. Leadership coaching is available for select professionals who want to increase their visibility or reputation in their industry. Each individual's project is based on background, experience, and career planning.

IT Study Career Ebook:

Anyone can do it alone - The foundational IT career ebook based on all the principles mention in this report and more. This book includes new material, not available anywhere else on how to ace job interviews, study IT concepts and stay ahead of the technology curve. Click here to read more about the book: **http://www.it-career-coach.net/book/**

Recommended Resources:

The answers to your challenging career questions or situations may be one click way. *Join or get in touch with us here*:

1. **Twitter**: http://twitter.com/itcareercoach
2. **Newsletter**: http://www.feedblitz.com/f/?Sub=82790
3. **Facebook**: http://www.facebook.com/itcareercoach
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