



Demand for professionals who can manage the tools that keep information and communications flowing continues to grow. It's no surprise that demand is on the rise. Especially in challenging times, making the best use of technology can increase efficiency, decrease costs and build a competitive advantage. That's why networking jobs are almost recession-proof jobs.

Cisco Certifications can help you build the expertise that you need to differentiate yourself in the job market. Take a complimentary Learning@Cisco Self-Assessment on networking technologies to learn how your skills stack up.

Test your knowledge in Routing and Switching, Voice, Security, and Wireless and get free learning recommendations, too.

<http://www.cisco.com/go/self-assessments>

#### **The need for IT professionals is expected to grow.**

- The need for IT professionals is expected to double worldwide by 2012.\*
- New, evolving networking skills in voice, security, and wireless are adding to the demand. In the next five years, the demand for these job roles is expected to grow more than 70%.\*\*

Cisco, the leading provider of networking technology, offers Cisco Certifications to certify IT professionals in a wide range of networking disciplines so that employers can have the right talent that they need at the right time. Cisco Certifications allow employers to validate that job applicants and employees have the needed skills to run their networks. Certifications validate your experience and bring valuable, measurable rewards to your career as well. Learn more about certifications and training at the Cisco Learning Network.

<http://www.learningnetwork.cisco.com>

#### **Why pursue a Cisco Certification?**

- **Higher Salaries:**  
Network professionals with certifications can demand significantly higher salaries.
  - In the *2011 Global Knowledge/Tech Target IT Skills and Salary Report*, 12,000 IT professionals from around the globe (84% from U.S. and Canada) reported that an associate-level Cisco Certified Networking Associate (CCNA®) earned a worldwide average U.S. \$79,536. Adding specialties increased incomes, with a CCNA Security earning an average of \$83,103 and a CCNA Voice earning an average of \$92,837. The Cisco Certified Design Associate (CCDA®) certification earned holders an average of \$97,995.

- Those progressing onwards to the Cisco professional level CCNP® earned more than a 20 percent salary premium over CCNA certified professionals, \$97,296. CCNP Security holders had average salaries of \$97,539, and CCNP Wireless, \$82,018. Cisco Certified Design Professionals (CCDP®) earned an average of \$107,878.
- Certified individuals' salaries increase an average of 5-9 percent over those of non-certified individuals' salaries. Source: *2010 and 2011 Global Knowledge/Tech Target IT Skills and Salary Report*
- **A Competitive Advantage:**
  - A worldwide survey by Forrester Consulting of IT hiring managers, commissioned by Cisco, found certifications second to only a college degree to qualify for jobs and the top criteria used in determining ability to perform the job.
  - A 2011 study, *Employer Perception of IT Training and Certification*, by CompTIA found that over two-thirds of hiring managers rate IT certifications as high in value in validating skills and expertise.
  - Cisco Certifications validate technical knowledge and skills in many areas including routing and switching, security, voice, and wireless technologies and give candidates holding a certification a competitive advantage over those with an equivalent level of hands-on experience.
- **New Career Options:**

Networking skills are in demand across a wide range of industries, including high tech, manufacturing, finance, healthcare, media, transportation, and utilities. The Forrester study also found that:

  - Dedicated wireless specialist roles are expected to increase worldwide from 36% today to 66% within five years.
  - Dedicated security roles are expected in 80% of the worldwide companies studied within the next five years. Today, 46% of the surveyed companies have these roles.
  - 65% of companies expect dedicated voice specialists within five years while only 40% currently have dedicated roles today.
  - Video communications traffic, including video over instant messaging and video calling will increase ten-fold through 2013, increasing the demand for video network specialists.\*\*\*

Learn how to get started and stand out with Cisco Certifications at the Cisco Learning Network.  
<http://www.learningnetwork.cisco.com>

- \* Analysis by Cisco using **IDC Skill Gaps Research** and **Bain 2007 Global Job Market Analysis**
- \*\* Forrester Study, commissioned by Cisco, 2008
- \*\*\*[Cisco Visual Networking Index: Forecast and Methodology, 2008-2013](#)



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