

IT-Certified Professionals Earn Higher Salaries than Non-Certified Workers

Certification and training can be a differentiating factor for professionals looking to advance in the IT job market.

Power in Hiring

To a hiring employer, a professional certification not only provides evidence of an individual's familiarity with a particular technology or practice. It also demonstrates initiative on the part of the applicant because he or she has invested the extra time and effort to earn that certification. Employers also use professional certifications to match their hiring requirements with candidate qualifications: Certification proves that candidates actually know what they say they know. CIW certifications map to job roles to meet these industry-recognized requirements and qualifications.

Power in Compensation

In turn, employers often pay certified employees more than they pay non-certified employees. In 2009, most certified employees reported receiving a raise after earning their most recent certification. The average U.S. total salary for IT professionals, including benefits and incentives, was a generous \$96,677 in 2009. This represents a 9 percent gain over the previous year's average of \$88,640 (Certification Magazine 2009 Salary Survey). Average salary of individuals that have earned an IT or PM certification in the past five years is \$85,628 (Global Knowledge 2010 IT Skills and Salary Report).

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Source: Global Knowledge 2010 IT Skills and Salary Report

Power in Productivity and Marketability

To further support the power of certification, consider the number of IT professionals earning multiple certifications to enhance their marketability. In 2009, 30 percent of IT professionals added two or more professional certifications to their portfolios, compared to only 11.4 percent in 2008. The number of individuals working in IT who earned at least one professional certification in 2009 was more than 67 percent. (Certification Magazine 2009 Salary Survey).



Despite the current economic climate, IT professionals still emphasize the importance of training and certification in ensuring their productivity in current job roles, as well as their marketability while engaged in job searches (Global Knowledge 2009 IT Skills and Salary Report). In fact, more than 85 percent of respondents agree that since they've become certified, there is a greater demand for their skills (Certification Magazine 2009 Salary Survey).

CIW Gives You the Power of Certification

CIW also addresses the industry trend of continually changing IT job roles by listening to the industry's needs, and modifying and developing the CIW certification pathways to lead to lucrative positions after earning certification.