



The “Value” of Certifications

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Types of certifications

- ◆ Vendor specific vs Vendor Neutral
 - Vendor specific certs are usually product specific (Eg. CCSE, MCSE, RHCE, RSA/CA)
 - Vendor Neutral certs focus on the technology rather than product (SANS/GIAC)
- ◆ Broad spectrum vs Skill specific
 - Broad spectrum cert train a person to know multiple area of security (CISSP, GSEC)
 - Skill Specific cert focuses on specific domain(s) of security (GCIA, GCIH, CCSE)



Getting a Job

“Certification is still the tiebreaker in a tight decision for hiring managers.”

-John Cramer

http://www.certmag.com/articles/templates/cmag_contributor_ft.asp?articleid=68&zoneid=20



Job Retention

“For those who fear layoffs, they serve as a visible demonstration of commitment to the profession and the job—a commitment that could make the difference between being a layoff survivor or a victim.”

<http://www.eweek.com/article2/0,3959,179236,00.asp>

"We believe employees don't have to be certified to be proficient, but we do think that certification means the employee has gone above and beyond,"

<http://www.computerworld.com/careertopics/careers/recruiting/story/0,10801,63619,00.html>



Marketability

“That means, for IT professionals who want or need to switch jobs, up-to-date certifications will be more important than ever.

<http://www.eweek.com/article2/0,3959,179236,00.asp>



Professional Credibility

“Hiring managers, said Foote, see applicants who've spent the time and money it takes to get certified as more credible. "It doesn't mean a person is any smarter, but it means something about their character," Foote said.

"There's been a perception that certifications are a more solid or more meaningful, normative measure to compare two people ... [and that] the person is more committed to using that skill to further their career. Whether it's true or not, it's up to the employer, but clearly it's a better comparison than taking somebody's word for it."

<http://www.eweek.com/article2/0,3959,179236,00.asp>



Degree Replacement

“ Also indicative of the value of certifications is the fact that IT managers are willing to hire certified workers who don't have traditional degrees.”

<http://www.computerworld.com/careertopics/careers/recruiting/story/0,10801,63619,00.html>



Career Advancement

“The reason I put the effort into getting the certification in the first place was to advance my career”

Brian Taylor –NERI

Information Security Magazine June 2003



Increase Salary

“ On average, more than half (53%) of the certificants studied reported they had received a raise within the first year of attaining their primary certification. Of those certificants who received a raise in salary, 74% said their primary certification had a significant impact on their salary increase.”

The Value of Certifications

http://www.cisco.com/warp/public/779/edu/commitment/edu_internet_economy/workforce_value.html