

CSC-192 Seminar #4 : Leadership in the Data Age

Speaker: Joseph Taylor, Professor, School of Business, Sac State

(Please type in full sentences)

Q1: Explain the difference between Skills vs Attributes?

Skills are things you learn to do, like shooting a basketball or coding in a programming language. Attributes are qualities specific to a person, such as honesty or being hardworking. Skills can be learned, while attributes are often developed or influenced by upbringing.

Q2: Why are Attributes Important for your Career Growth?

Skills are essential, but they can be taught and may become outdated over time. On the other hand, attributes are inherent qualities that define you. For instance, being adaptable and hardworking are traits highly valued by companies, and they are crucial for career growth. These attributes not only contribute to your success in your profession but also shape your character and how you're viewed by others.

Q3: Explain the Historical vs. Current Capabilities of a Technology Leader?

In the past a technology leaders were simply valued for their expertise in technology. Now technology leader must have the experience with the technology and other soft skills such as being a good communicator, have good people skills, be able to make decisions that will impact others ...etc.

Q4: Why is there a Distinctive Salary Difference between IT Professionals, even amongst those who have Similar experience? List the reasons.

The difference in salary can come down to many reason including company size and the amount of profit they bring in. Another difference may be the employee moving from company to company so the they never get their yearly raise. The final reason may be how much a company thinks your worth. How easy it to replace you, that ultimately decides how much you are going to make.

Q5: List two Companies who have successfully deployed their Technology & Business Strategies to gain a disproportionate Advantage in their market? Explain How?

Netflix how dominated the streaming video service for a while now. Netflix has almost singlehandedly put brick and mortar stores that rent dvds out of business. They started focusing on streaming when internet speeds increased and it was way more coinvent then to got out and rent a DVD and also more cost effective to buy a subscription then to rent each dvd individually. Now that were talking about video streaming and renting dvds. Another that took advantage of their market was red box. Red box put kiosk that rent dvd in really convenient locations for people that still want to rent dvds. They saw how Netflix took down conventual brick and mortar stores. So they took advantage of the people that still wanted to rent physical media.

Q6: List what makes you stand-out in terms of: a) Your Strengths, b) Long Term Plan, c) Priorities.

(Take a few minutes to answer this question, as it is a common interview question amongst employers)

- A. What makes me stand out is my work ethic. I will not always be the smartest in the group but I will work harder to make up for that.
- B. My long term plan is to get a software engineering position to support my family. So that's another strength. People do cs for the money. I do it to support my mom, dad and sister and put them in a better location.
- C. My priorities will and have always been to put my family in a better place. Other people like to party and screw around. I don't like to do that. Im here to work and get a high paying job to support my family.