


Hello from your career team!

Here's the Career Connection agenda for today:

- Cloud Services in the Workplace
- Finding Your Career Fit: Negotiate Your Salary
- Interview Prep
- Next Steps

Cloud Services in the Workplace

According to [Statista](https://www.statista.com/statistics/1062879/worldwide-cloud-storage-of-corporate-data/)  (<https://www.statista.com/statistics/1062879/worldwide-cloud-storage-of-corporate-data/>), over 60% of all corporate data is stored in the cloud. This means that you are likely to encounter cloud services in your data career, and the chances of this are even higher if you work with big data.

As we discussed in the lesson, Hadoop was the standard technology for big data analysis for many years. Then, the introduction of big data cloud computing technologies, such as Spark, grabbed the attention of data professionals. Today, many organizations use cloud services for big data projects because they are easy to scale.

So if you plan to work with big data, you should also plan to use popular cloud computing services. The most common services used today are Amazon Web Services (AWS), Microsoft Azure, and Google Cloud Platform. Since you have now worked with AWS, you should feel confident in your ability to learn other cloud computing services if required in your next role.

Finding Your Career Fit: Negotiate Your Salary

You recently received a job offer, and you want to discuss salary to ensure you are setting yourself up for success. However, before you dive into the salary conversation, do the leg work. One of the most important steps for job seekers is accurately assessing your fair market value. We recommend using reliable employer-reported data to assess your market value, such as [Salary.com \(Salary.com\)](https://www.salary.com).

Here are three easy ways to assess your fair market value:

- Compare the job description of the role you're up for to an employer-reported benchmark job description. Doing this will ensure you use the job's responsibilities and required skills to determine what the position is worth in your market.
- Consider the employer factors such as the company's size, industry, location, culture, etc. These factors will help you determine what the company can afford and how to position yourself to ask for what you deserve.

- Evaluate how your skills and attributes impact your salary value. You must be realistic and practical when evaluating your worth to an employer. Consider all relevant skills, education, professional experience, and past performance when determining your final value.

We have gathered tips and advice from our network of trusted industry professionals to inspire your next negotiation.

Golda V.
Industry
Professional



Make them name the price first. Talk in general terms as much as possible. Try to get parallel offers. Apply for jobs so you have a choice, rather than a serial "yes or no" [for offers].

-Golda V., Industry Professional

Never commit in the first verbal response. You talk to others. Then, you respond in a careful email. That way, the more phone savvy recruiter can't get you to commit to things that you shouldn't.

-Ryan P., Industry Professional

Ryan P.
Industry
Professional



Find the low, mid, and high points within your role. Then, objectively compare your skills to each of those points. Use the successes in your career to drive up your demand.

-Bryan H., Industry Professional

Bryan H.
Industry
Professional



Want more help preparing for a negotiation? Check out the [Career Connection Resource Library](https://docs.google.com/document/d/1_GpugBPdDHAaNnseALC8LS822YBjGI_r--7ZgeG7IJY/edit?usp=sharing) 

(https://docs.google.com/document/d/1_GpugBPdDHAaNnseALC8LS822YBjGI_r--7ZgeG7IJY/edit?usp=sharing) for salary

negotiation guides and workshops.

INTERVIEW PREP ▼

Next Steps

- Consider adding Hadoop, Spark, NLP, cloud computing, or AWS to the technical skills section of your application materials.
- Start researching your fair market value using the skills you are gaining in your program.

© 2024 edX Boot Camps LLC