

# Job Market Positioning with SE

How to sell software engineering

# Successful Software Engineers have

- Technical skills
- Problem-solving skills
- Interpersonal communication skills
- Writing skills
- Oral presentation skills
- Accounting and budgeting skills

# Typical jobs for software engineers

- **Software engineers** are typically divided into two fields: computer applications software engineers and computer systems software engineers.
  - **Computer applications software engineers** design and maintain computer applications (such as Microsoft Office or Adobe Photoshop) to meet specific needs.
  - **Computer systems software engineers** construct and maintain a company's total computer network, while planning for future technical growth.
- Both applications and systems engineers must have strong **programming skills**. They must be able to **analyze** and **solve** problems quickly. Software engineers must often interact with clients, making excellent verbal and written **communication** skills essential.

# Typical jobs for software engineers

- Software engineers
- Computer and information systems managers
- Sales engineers
- Chief technology officers
- Video game designer
- User interface designer

# How to practice these skills

- Technical skills:
  - Programming projects
  - Work on something that interests you
  - Join an open source community
- Problem-solving skills:
  - Practice with examples (see next slide)
- Interpersonal communication skills: Team work
- Writing skills: Essays for courses, online publishing
- Oral presentation skills: Class
- Accounting and budgeting skills:
  - Software economics (Barry Boehm)
  - Practice budgeting with work assignments

# Fun book for practice

