Becoming a Professional Java Developer

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WARNING

Я понимаю, что многие из вас могут не согласиться с моей точкой зрения, считая, что вы живете в другой стране, которая заставляет вас вести себя по другому.
Но моя цель – помочь вам понять правила игры на международном рынке ИТ, безотносительно вашего географического местоположения.

I realize that many of you may not agree with my point of view arguing that you live in a different country that force you to behave differently. But my goal to help you understand the rules of the game in the international IT market regardless of your geographical location.

FARATA THE EXPERT CONSULTANCY

We build applications. Every app is unique.
We create it. You own it.

What is this talk about

➢ How to look for a job (resume, interview, offer)

➢ Cultural differences in outsourcing projects

➢ What being a senior Java developer means

➢ Working as employee or contractor

➢ What's your salary

➢ Keeping your skills up to date

The game called "Looking for job"

Getting the **I**nterview

Passing the interview

Considering the **O**ffer

Solve each of these tasks s-e-p-a-r-a-t-e-l-y!!!

Your First Job

- Who's your first employer and what's your first salary don't matter.

- Your goal is to learn how to:

  - Work in a team
  - Talk to business users (turn off your iPod… periodically)
  - Manage your time
  - Deliver what's expected

- Try to answer the question, "Is programming the right career for you?"

Head Hunters

Q. What real-estate agents and
head hunters have in common?
They both work for the other
party. They want to close the deal
no matter what.

**Never not burn bridges with head hunters.
We need each other!**

Are you a Senior Java Developer?

Yes, because I'm already 25 and work with Java for 5 years.

Yes, look at the title on my business card!

Yes, we have 20 Java developers in our company, and everyone comes to me for help.

Are you a Senior Java Developer?

Why your project is built on Struts Framework?

Can you compare using HTTP vs. Sockets?

Would introducing messaging benefit your project?

Can you work on assignments without supervision?

Are you a problem or a solution?

How people from Kiev answer to "Why are you looking for a job?"

I don't really need money – I own an apartment and rent it out.

I like my job, but just want to see what's available.

Our client is in London, and the VPN connection is very slow

Don't be afraid to say that you need more of these:

Looking for Another Job

- Do it when the sun is bright and the grass is green.

- Making a couple of more hryvnias a month is not a reason for switching jobs.

- Learning new technologies, growth opportunities can be a reason for a move.

- Do I have to quit to get raise? Can't this stupid boss understand that I may leave soon? How to ask for a raise?

Golden Rules of Resignation

Don't resign just because you are angry with your boss.

Give an advanced notice - verbally and in writing.

Do not accept a counter-offer.

Do not resign until you've found another job.

Do not give advices to your boss on the way out.

Don't post negative blogs about the company you quit.
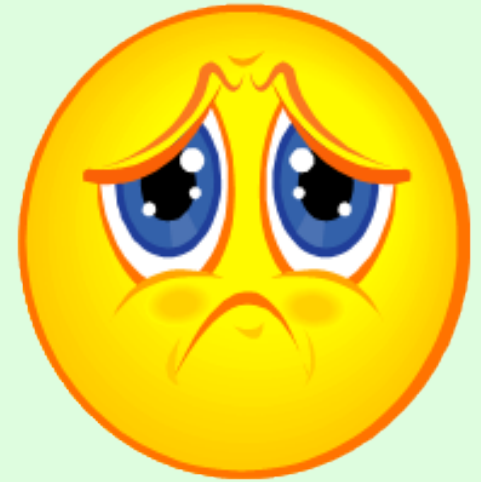
Contractors (a.k.a. Consultants)

- Contractors work for money. They do not have career goals.

- In the USA they work "on W2", "corp-to-corp", or "on 1099".

- There are **try-and-buy** or **contract-to-hire** deals.

I work and they get rich!

Most consultants work for clients through a 3-rd party firm/agency.

Such agencies make a buck on every hour you worked.

Don't like it? Find a direct contract.

Can't find a direct contract?

Get back to work!

Arbeiten!

Be an Employee If…

➢ You want to have a title "Senior Director", and you are planning to move up the corporate ladder.

➢ Job interview are stressful for you.

➢ You need good medical coverage (USA specific).

➢Having a ping-pong table in the office is more important than being an IT Pro with up-to date skills.

➢ You are one of the first employees in a startup company.

➢ Your spouse already works as a contractor.

Be a Contractor If…

➢You don't care about your title – you just need cash.

➢You'd like to have a chance to work with different technologies.

➢You like learning new stuff and keeping your skills up to date.

➢You hate corporate politics.

➢You enjoy meeting new people and working in different environments.

➢You are reasonably healthy.

What's the main goal of a professional IT contractor?

Petro, XYZ is a library of good looking UI components. Please use it in our Web application.

You know for sure that using this UI library will slow down the development and XYZ has some bugs.

How to react?

Client

Contractor

While Comparing Incomes, Remember This

Contractors don't get any benefits.

- No paid holidays
- No paid vacations
- No paid sick days
- No paid trainings
- No paid gym memberships
- No paid visit to massage parlors

Lost in translation

The American team lead John to the remote developer Petro:

"Petro, I like the way you programmed classes Employee and Contractor with methods increaseSalary() and increaseRate(). You could have done it a little bit differently by introducing the interface Payable with one generic method increasePay()."

Petro thinks to himself:

"John likes my solution. There are so many different ways of achieving the same result in Java. It's time to work on the next assignment."

What John really meant:

"Petro is clearly junior and has no clue about designing to interfaces. If he won't fix his junk code, I'll replace him."

Presenting Yourself Online
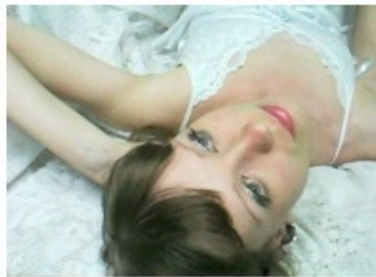
Why Ukrainian programmers are considered brain dead right after celebrating their 35th birthday?

What's your salary?

- It's the most confidential and sensitive information in the USA.
- Do not tell anyone, and do not ask anyone.
- People who are entitled to know this number already know.

Only your boss, HR, and, sometimes your spouse know this secret number.

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Salary Use Cases 1

At the corporate party. Vlad to Peter: "I got a $10K bonus".

Peter: "Wow! That's so cool!"

They don't go for a beer anymore.

Salary Use Cases 2

Two former college mates at a family party.

Vlad spent 3 years working on the PhD.

Peter was working for an offshore company and revealed his salary of $3K.

Vlad got divorced three months later.

Salary Use Cases 3

Masha is a team lead.

Super star Petro literally programmed the entire project himself.

Petro found out that Masha was making more money.

Petro is pissed off.

He didn't know that without Masha they wouldn't even get this project and he would have to look for a job.

Salary Use Cases 4

Alex found out that his teammate Petro is making more.

During annual review Alex said, "Why Petro is making more? I have a lot more Java experience than Petro."

The manager promised to look into this.

Alex was laid off two weeks later.

Salary Use Cases 5

You're making $3K.

A job ad offers $3.5 - $4K.

The first person to mention the number loses

Keep your skills up to date

Keeping your technical skills current is your job security.

Do not just pick training from the list of courses offered by your employer – find a quality training yourself and get enrolled.

Who's teaching is more important than what's being taught.

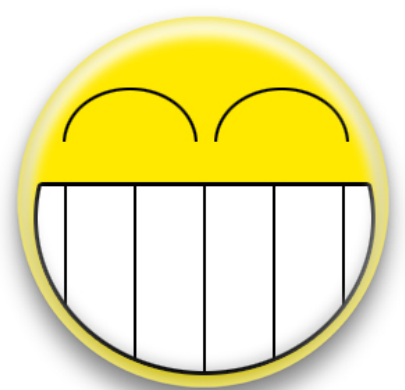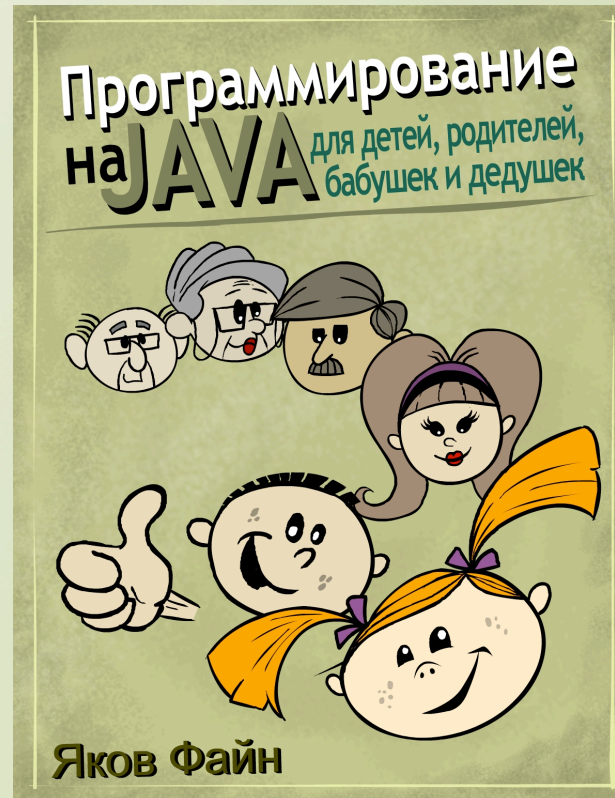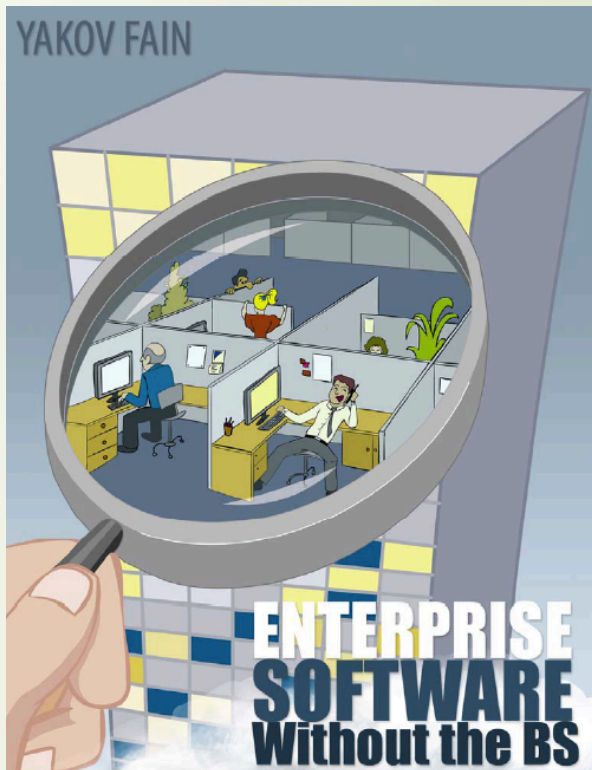Technical conferences often feature great instructors.

Talk to vendors at the conferences.

Legally Free Books

You can **legally** download two of my e-books for free:

1. "Enterprise Software Without the BS"

2. "Java Development for Kids, Parents and Grandparents" in Russian, French, and English

Useful URLs

Email: yfain@faratasystems.com

Our company Farata Systems: faratasystems.com

Our company blog: flexblog.faratasystems.com

Personal Blog: yakovfain.com

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Podcasts in Russian: americhka.us, btradiopodcast.com

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Thank you for coming!