

Power Builder Programmer Competitive Position™ Market Report

Title	Page
Preliminaries	
Table of Contents	1
Copyright, Address and Disclaimers	2
Welcome Letter	3
Salary Characteristics of the Job Market	
Characteristics of the Sample Data	4
Sample Salary and Experience Averages and Variance	5
Equation of the Expected Salary Offer	6
Expected Salary Offer for Each Year of Required Experience	7
Extreme Salary Offers	
1 Year of Required Experience	8
2 Years of Required Experience	9
3 Years of Required Experience	10
4 Years of Required Experience	11
5 Years of Required Experience	12
Reference	
Graph Reference: Expected Salary Offer per Year of Experience	13
Graph Reference: Extreme Salary Offers	14
Statistical Test Results	15

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Whole Root™ Economic Research, Inc
P.O. Box 603
South Glastonbury, CT 06073

<http://www.wholeroot.com/>

Toll Free: 1-888-413-1792
Fax: (860) 659-1792
E-mail: reports@wholeroot.com

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Welcome

I established Whole Root™ Economic Research, Inc. in 1996 to provide extensive market analysis to individual decision makers. My Competitive Position™ Market Reports enable individuals to assess salary opportunities and set employment goals. It is the first affordable market analysis designed specifically to assist all participants in the job marketplace. Whether you are a computer professional, data processing manager or human resource professional, I hope you find this material useful.

Thank you,

Robert Gerald Vivona
Economic Statistician

Toll Free: 1-888-413-1792

Fax: (860) 659-1792

E-mail: bob@wholeroot.com

A Special Thanks to:

Nicholas Vivona
Computer Industry Consultant

Power Builder Programmer Characteristics of Sample Data

Sample Source: The **New York Times** Sunday Employment section
Dates: the 52 weeks (1 Year) from January 5 through December 28, 1997

Number of Classified Want Ads: 65

Qualifications listed in the Want Ads

	To be Included Each Want Ad Must Have	Salary Effectd When Listed	Salary Not Effectd when Listed
Responsibility	Programmer, Programmer/Analyst, Analyst, Systems Analyst, Software Engineer or Designer/Developer		
Hardware / OS			
Language			
Database			No Database Listed = 22
Network			
MIS Software			
Industry			

Job Description

- Translates user requirements into design specifications for a new application, or, to reengineer and enhance existing applications
- Codes application modules based on a design document
- Integrates, Tests, Debugs and Implements application modules and documents the results

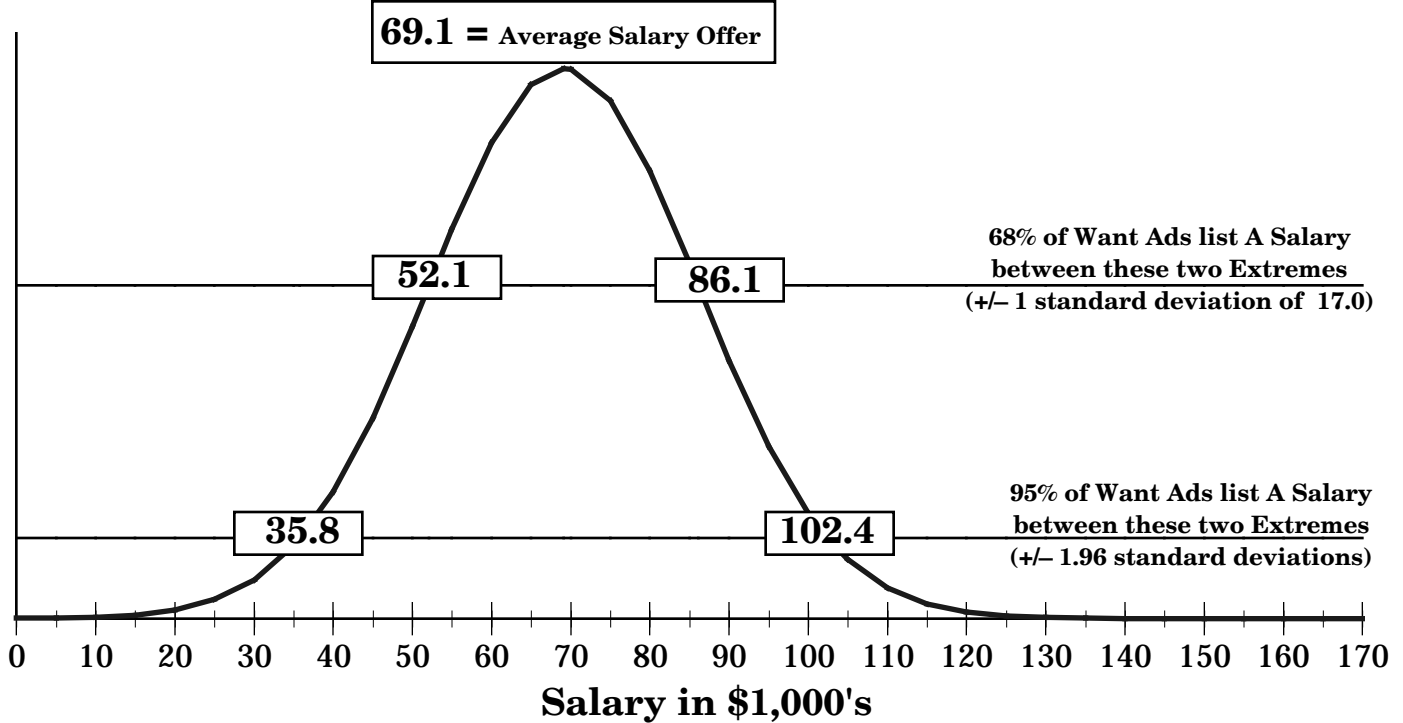
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Sample Averages and Distributions

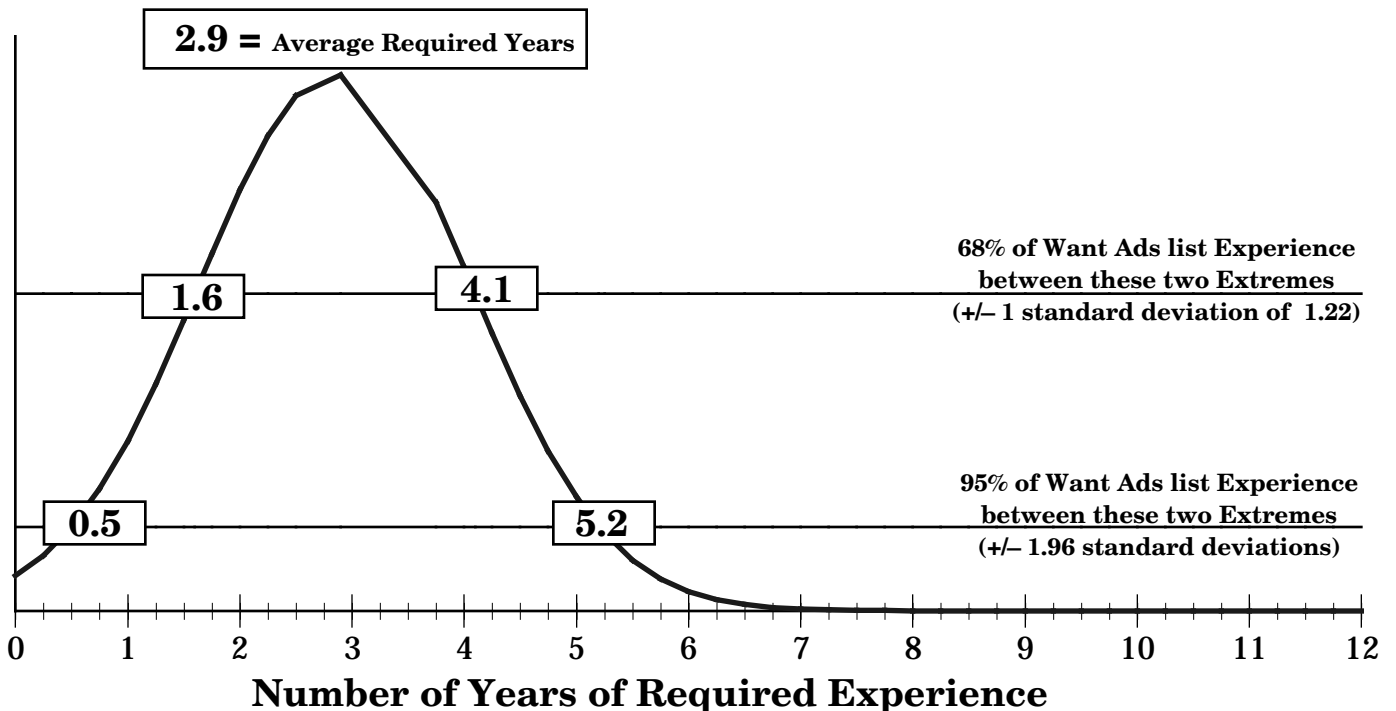
Sample Size: 65 Want Ads

Sample Source: The New York Times
Sunday Employment section 52 Weeks from
January 5 through December 28, 1997

Salary Average and Distribution



Required Experience Average and Distribution



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The Equation of the Expected Salary Offer

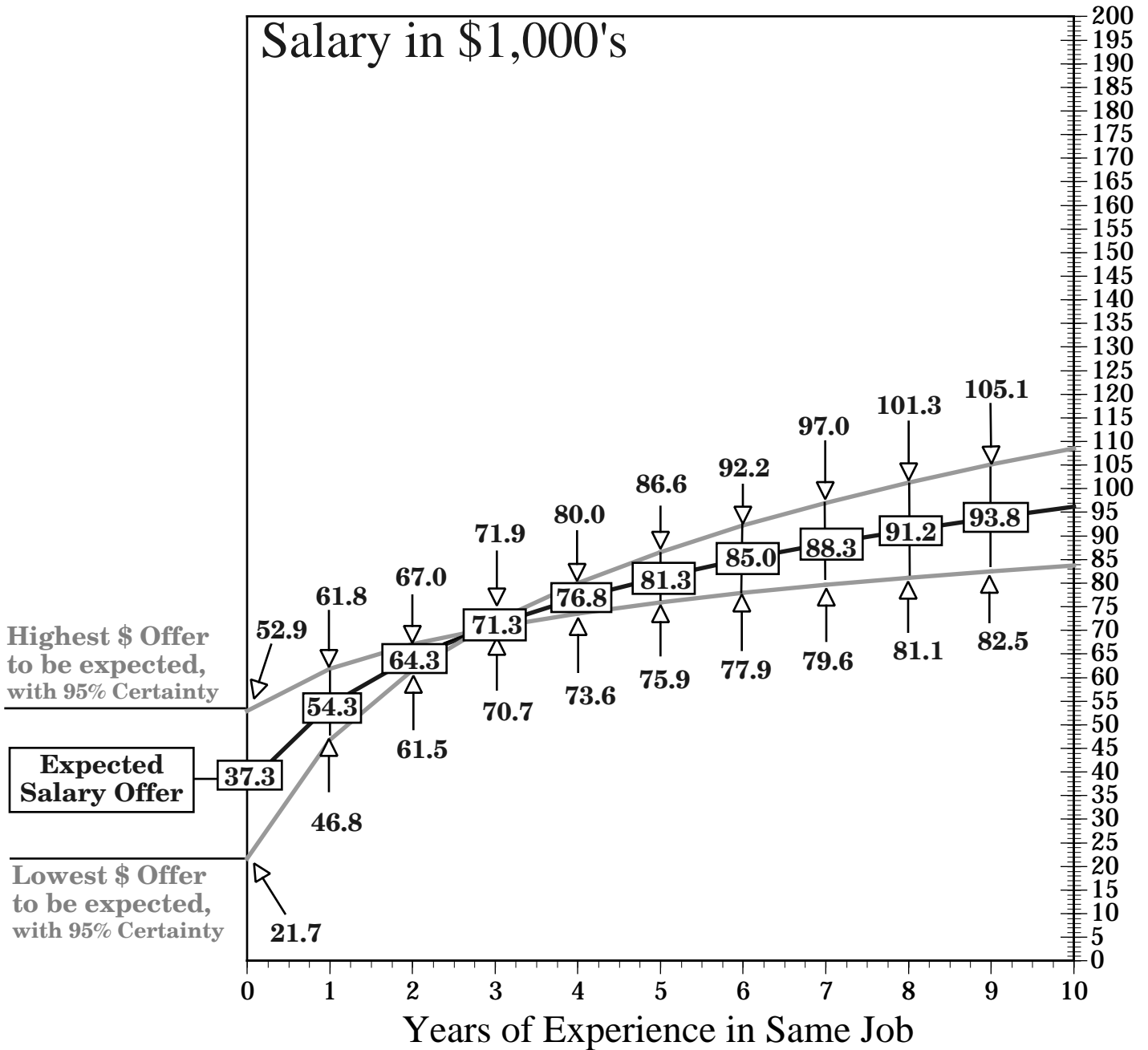
Salary offers are lowest at entry level, increase rapidly with the first years of experience and approach a ceiling as experience matures.

		Entry Level		Year of Experience
				Dollars per Year Multiplied by Natural Logarithm of Number of Years + 1 for entry level
Expected Salary Offer	=	\$37.3	+	\$24.5 ln(Years + 1)
First 95% Confidence Bound of Expected Salary Offer	=	\$52.9	+	\$12.8 ln(Years + 1)
Second 95% Confidence Bound of Expected Salary Offer	=	\$21.7	+	\$36.2 ln(Years + 1)

The first and second bounds are constructed from the upper and lower 95% confidence intervals, of the variables presented above, that minimize the confidence interval of the equation.

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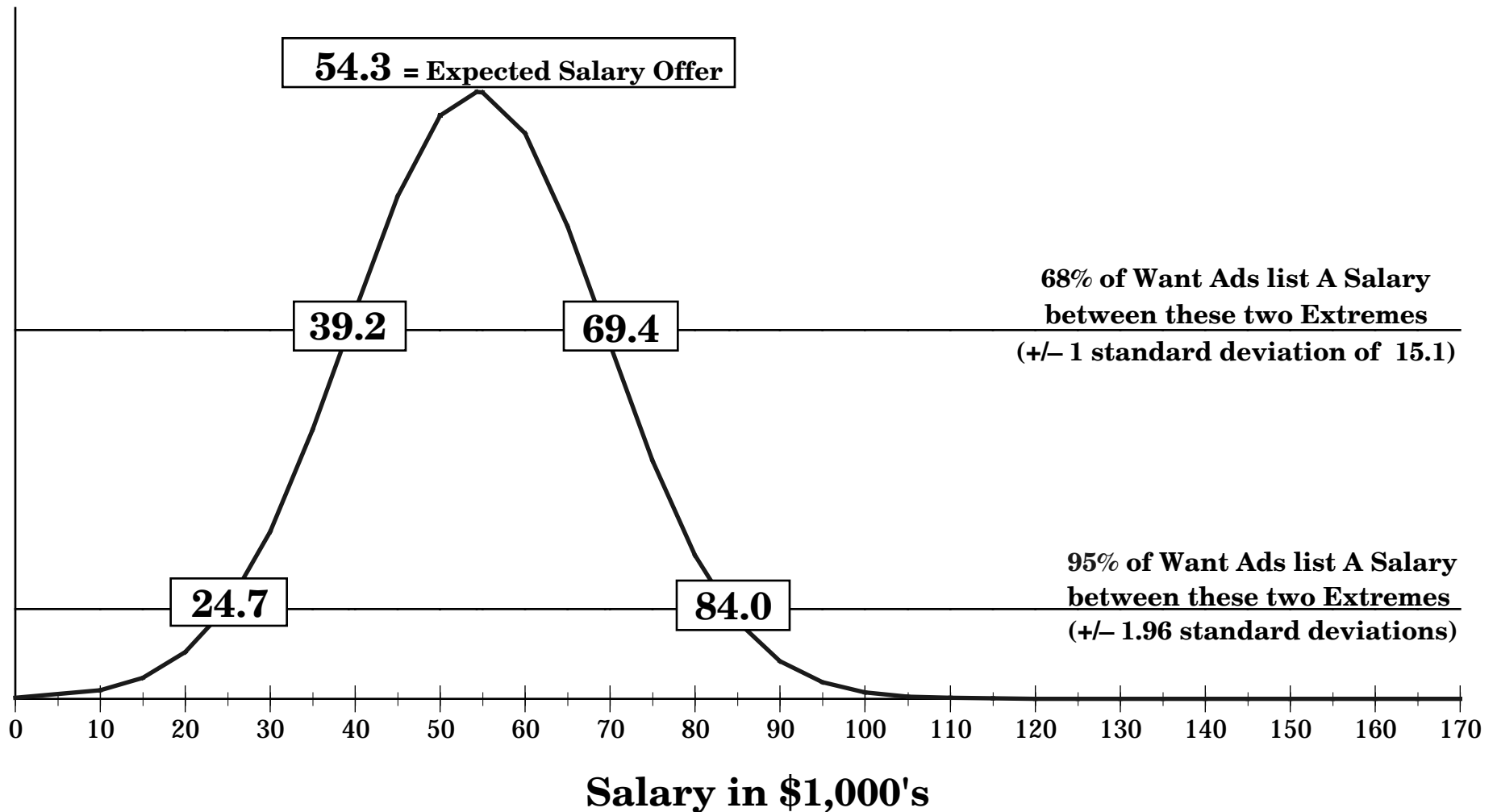
The Expected Salary Offer
& its 95% Probability Range
for Each Year of Required Experience



Sample Source: The New York Times
Sunday Employment section 52 Weeks from
January 5 through December 28, 1997

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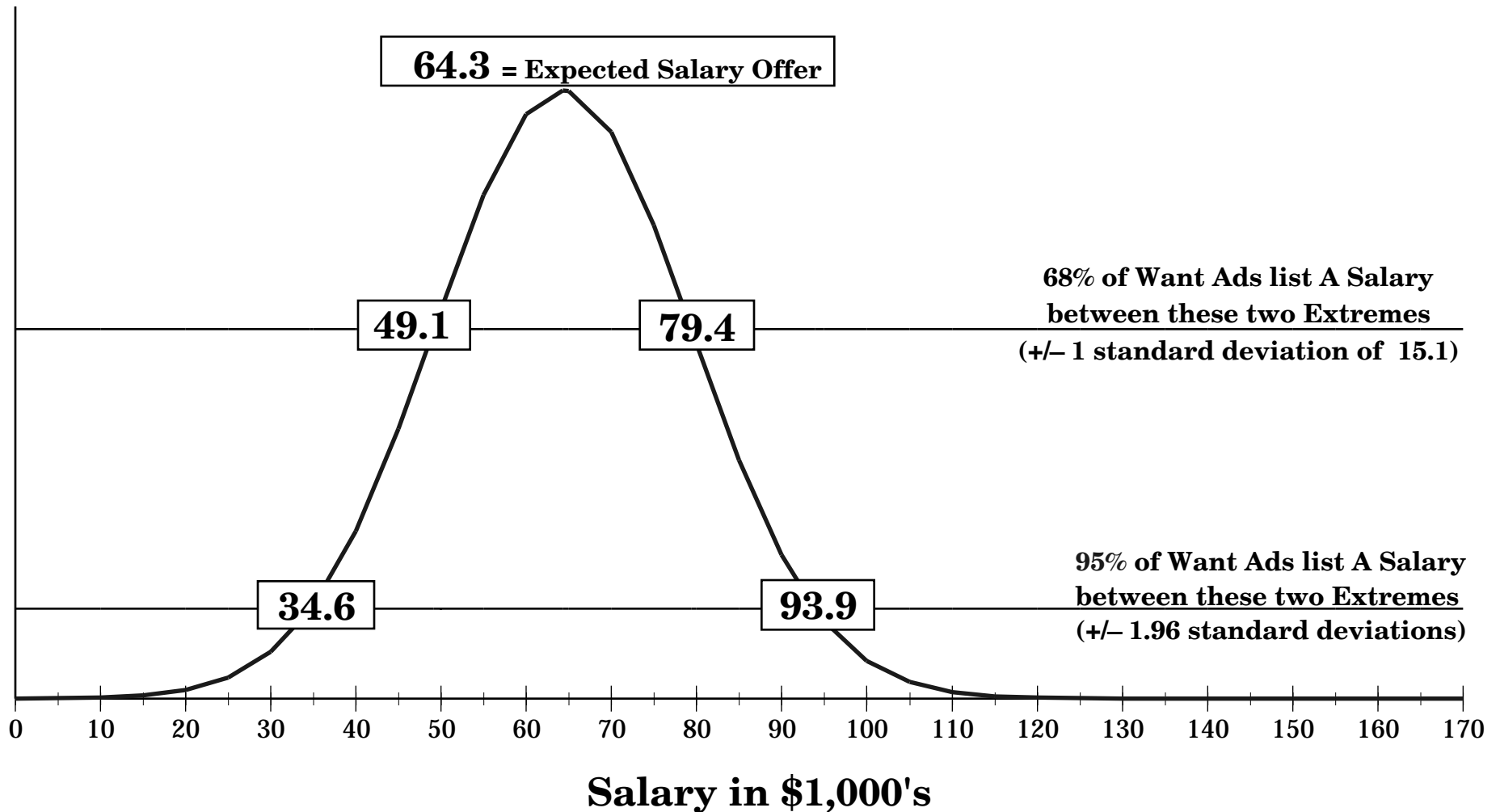
Extreme Salary Offers: 1 Year of Required Experience



Sample Source: The New York Times
Sunday Employment section 52 Weeks from
January 5 through December 28, 1997

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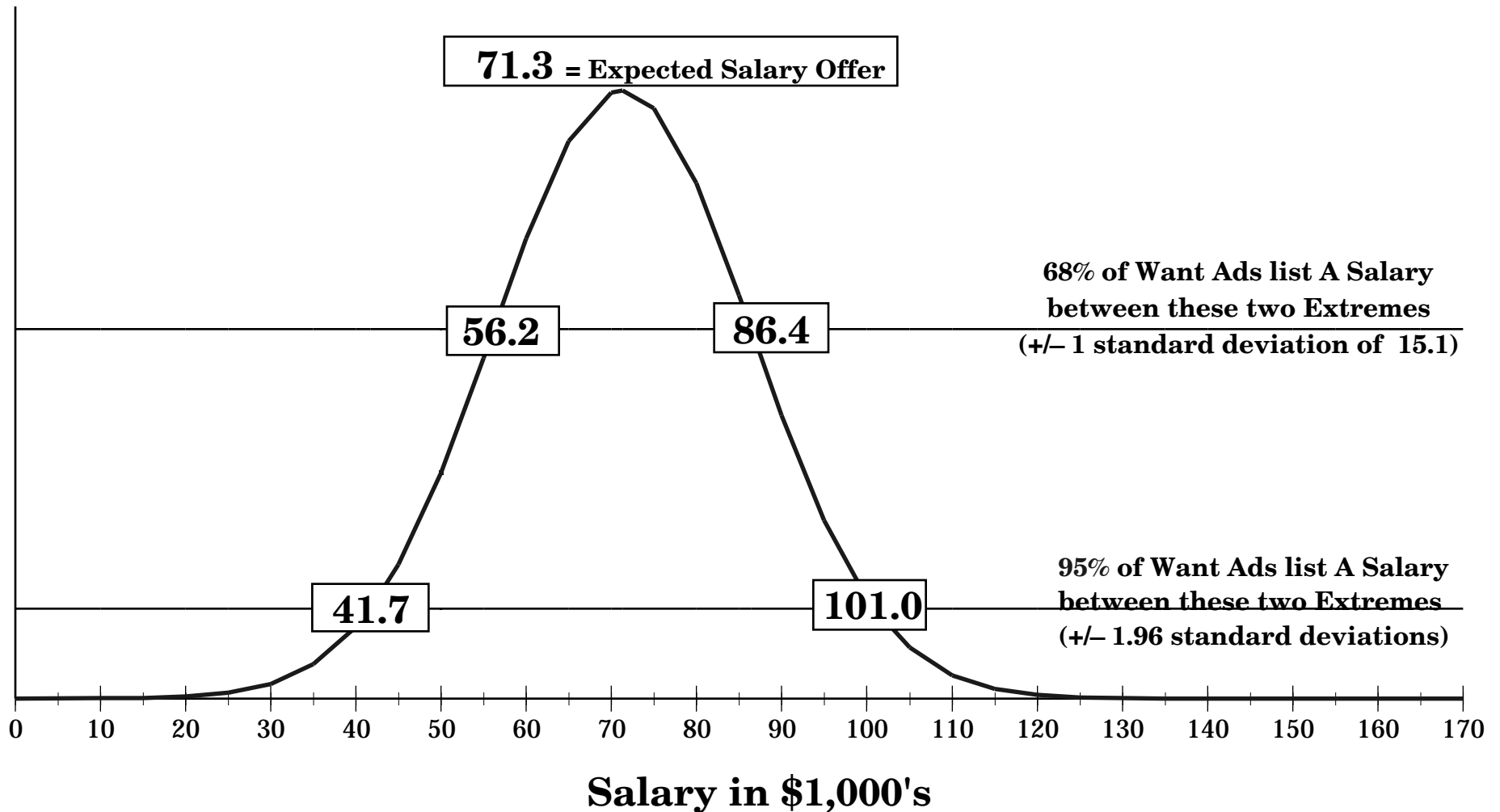
Extreme Salary Offers: 2 Years of Required Experience



**Sample Source: The New York Times
Sunday Employment section 52 Weeks from
January 5 through December 28, 1997**

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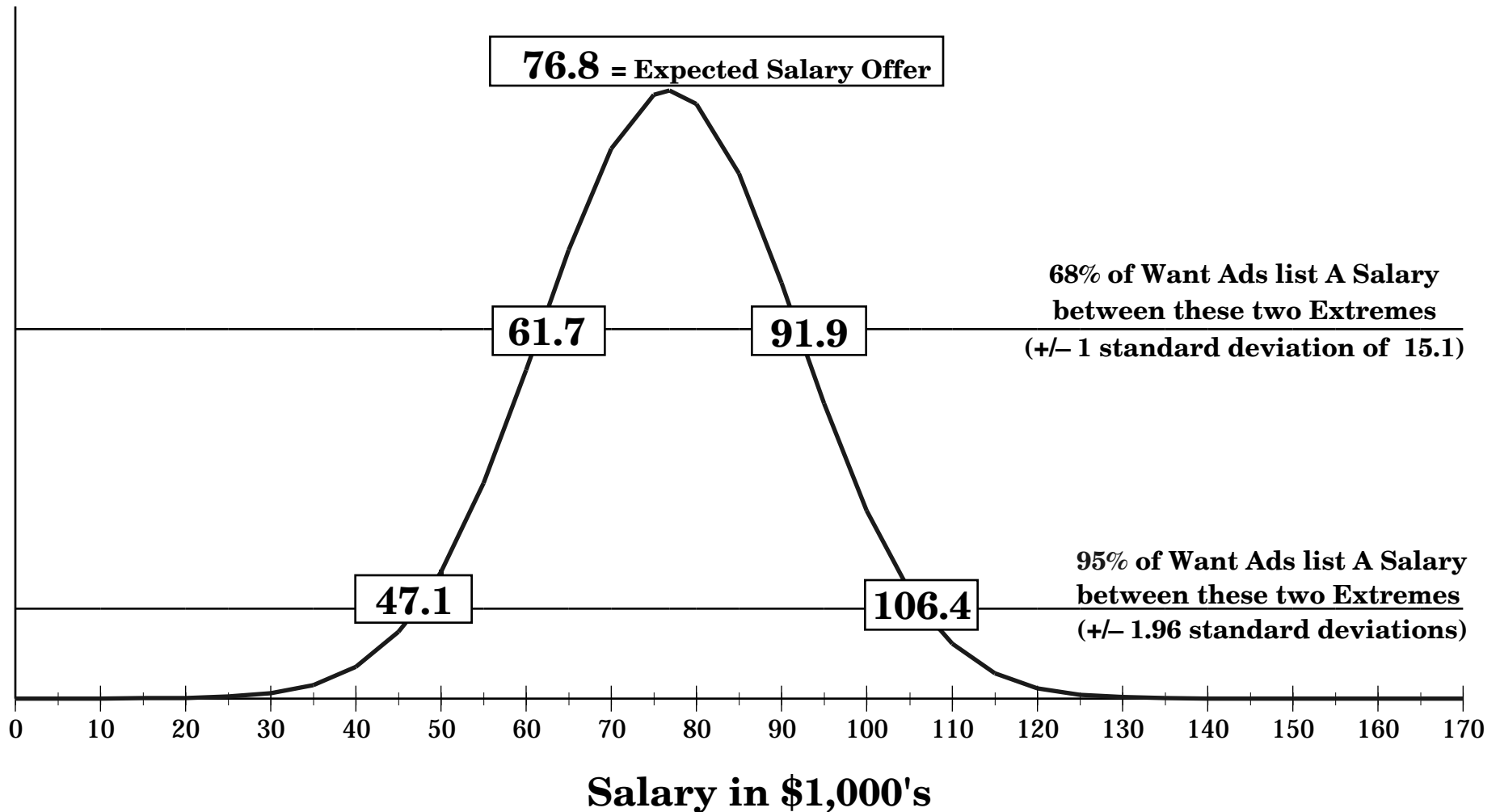
Extreme Salary Offers: 3 Years of Required Experience



**Sample Source: The New York Times
Sunday Employment section 52 Weeks from
January 5 through December 28, 1997**

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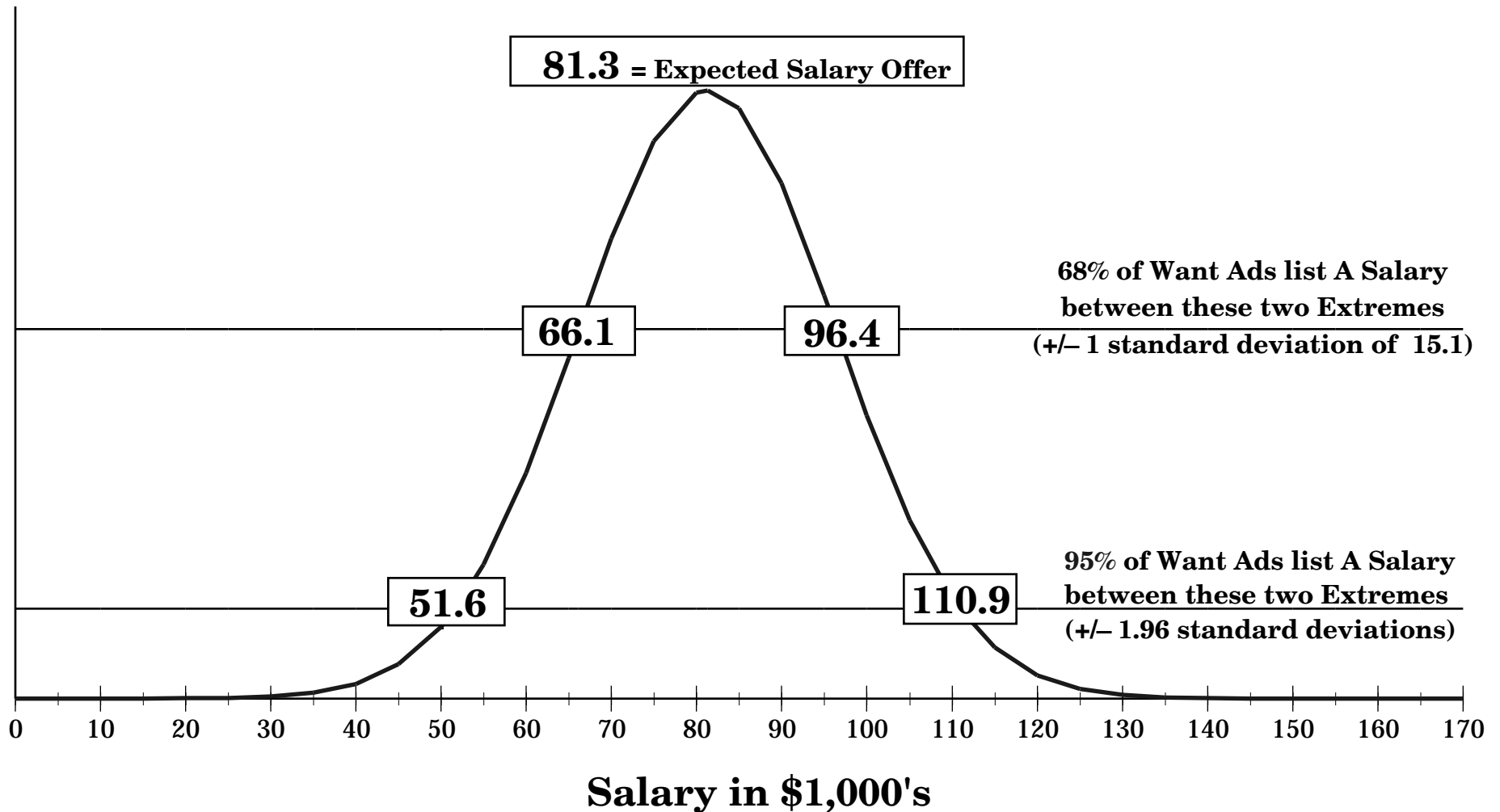
Extreme Salary Offers: 4 Years of Required Experience



**Sample Source: The New York Times
Sunday Employment section 52 Weeks from
January 5 through December 28, 1997**

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Extreme Salary Offers: 5 Years of Required Experience



**Sample Source: The New York Times
Sunday Employment section 52 Weeks from
January 5 through December 28, 1997**

Graph Reference: Expected Salary Offer per Year of Experience

The Middle Black Line

This line depicts the expected salary offer for each year of required experience calculated from the sample of want ads.

The expected salary for each year of required experience is shown in a box on the line.

The expected salary is the most likely, and the average, salary offered.

The 95% Probability Lines Infer the Expected Salary Offer for the Entire Job Market

The sample of classified want ads enables inferences to be made concerning the entire job market for this position.

The gray lines above and below the middle black line present the Highest and Lowest salary offers that can be expected in the entire job market.

There is a 95% certainty that the average salary offer, within the entire job market for this position, lies between the High and the Low numbers that point to the gray lines at each year of required experience.

Please Note:

All three curves cross at the central tendency point.

The further the number of years of required experience is from the central tendency point, the larger the 95% probability region of the expected salary offer.

Graph Reference: Extreme Salary Offers

There are 3 statistics presented in this graph

Each statistic presents an assessment of the likelihood or frequency of a salary offer occurring:

= **Expected Salary Offer**

The expected salary offer is the most likely salary offer as calculated from the sample of want ads

68% of Want Ads list a Salary between these two Extremes (+/- 1 standard deviation)

The 68% probability extreme indicates the boundaries where salary offers become infrequent for the entire job market

95% of Want Ads list a Salary between these two Extremes (+/- 1.96 standard deviations)

The 95% probability extreme indicates the boundaries where salary offers become extremely infrequent for the entire job market

Extreme Salaries

The 68% Probability Extremes:

Salary offers are unlikely above or below this range

Two Thirds (68%) of salary offers are in this range

Only 1/6th (16%) of salary offers are greater than the high number

Only 1/6th (16%) of salary offers are less than the low number

The 68% confidence interval is constructed by taking one standard deviation then adding it to and subtracting it from the expected salary offer

The 95% Probability Extremes

Salary offers are extremely unlikely above or below this range

95% of salary offers are in this range

Only 2.5% of salary offers are greater than the high number

Only 2.5% of salary offers are less than the low number

The 95% confidence interval is constructed by multiplying the standard deviation by 1.96 then adding it to and subtracting it from the expected salary offer

For the complete presentation of the expected salary offer please see the "Expected Salary Offer per Year of Experience" graph.

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Statistical Test Results

Regression Summary
Salary vs. ln(Years+1)

Count	65
Num. Missing	0
R	.467
R Squared	.218
Adjusted R Squared	.206
RMS Residual	15.128

The R Squared statistic indicates:

- 21.8% of the variability between salaries offered in want ads is explained by the expected salary offer line.
- 78.2% of the variability between salaries offered in want ads is explained in the areas above and below the average salary offer line. This variability is depicted in the 95% probability range of the expected salary offer and the Extreme Salary Offer Graphs.

The R Squared statistic calculates the percentage of the variation in salary offers away from the mean salary offer, explained by the expected salary offer line. An R Squared statistic of 1 would indicate that the expected salary offer line would be the only salary offered in the marketplace. A reasonable degree of variability should be expected due to the many factors influencing individual want ads.

ANOVA Table
Salary vs. ln(Years+1)

	DF	Sum of Squares	Mean Square	F-Value	P-Value
Regression	1	4025.028	4025.028	17.588	<.0001
Residual	63	14417.383	228.847		
Total	64	18442.411			

Regression Coefficients
Salary vs. ln(Years+1)

	Coefficient	Std. Error	Std. Coeff.	t-Value	P-Value
Intercept	37.292	7.817	37.292	4.770	<.0001
ln(Years+1)	24.539	5.851	.467	4.194	<.0001

The statistical significance tests indicate a high level of quality for the expected salary offer numbers:

- There is less than a .01% (one ten-thousandth) chance that there is no relationship between salary offers and experience requirements (P-Value in ANOVA Table).
- There is less than a .01% (one ten-thousandth) chance that the entry level salary offer can't be defined (Intercept P-Value in Regression Coefficients Table).
- There is less than a .01% (one ten-thousandth) chance that the yearly increase in salary offer can't be defined (ln(Years+1) P-Value in Regression Coefficients Table).