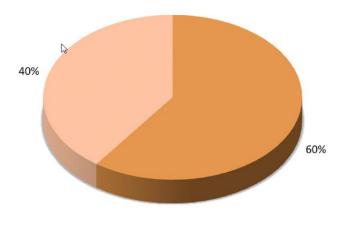


## TOP 3 WAYS TO INCREASE YOUR SAP MARKET VALUE

The SAP job market is constantly growing and skilled SAP professionals are in high demand. Here are 3 useful tips on how to make yourself more valuable in the SAP marketplace.

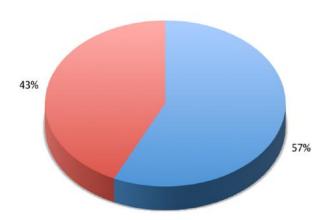
#### 1. Train, Train and Train !

The most important thing that you as an SAP professional can do to increase your value to your organization or prospective employer is to continually improve your SAP skills. According to Teknokret's 2012 SAP Training Survey, most people agree that SAP training in general is much needed and specifically 52.3% indicated that end user training is needed the most.



4 out of 10 SAP professionals say they do not receive enough training to do their jobs effectively

57% of SAP professionals prefer online training

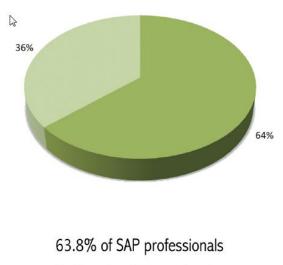


Constantly changing SAP requirements make it essential for SAP professionals to remain up to date. Whether through traditional classroom training, virtual seminars, or online training, maintaining a current skill set will make you an invaluable asset to your organization.



# 2. Get Certified !

According to our 2012 Training survey, a whopping 64.8% users indicated that SAP certification is important to them. Additionally, Panaya's 2012 salary survey suggested that getting certified in specific SAP functionalities is the number one way to increase your market value. Why is certification so important? Because it demonstrates that not only have you completed a stringent curriculum plant, but you have also satisfactorily passed a final examination to prove your ex-



highly value SAP certification

pertise in specific area of SAP. All else aside, a person with SAP certification from a reputable third party will make a bigger impression on employers than someone who has not been certified.

### 3. Practice, Practice, Practice ! Hands on !

You know the old saying 'practice makes perfect'? Well, it's applicable to SAP too. The more you practice, the more you know, and the more you know, the better you will be at creating effective solutions for your organization. Efficiency and proficiency lead to increased productivity, which is valuable to any employer. Training is great, but training combined with practical hands-on experience is what will really boost your market value as an SAP professional. Having access to an SAP system where you can practice what you learned in training will improve your skills, and will give you the confidence you need to ask for that promotion.

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