

The Information Technology industry represents companies who provide technology services and support to clients. These organizations offer a wide range of services, including software development, network and server support, and infrastructure management.

Although Hogan often works with leaders in the Information Technology industry (e.g., account managers, high potential leaders, vice presidents), our breadth in the field extends to a variety of IT jobs, ranging from application specialists to software engineers.

Descriptions of our research processes are located in the study header hyperlinks in the following tables. Further study details are available in each specific job title hyperlink.

ROI Studies	Assessments	Job Family
High Potentials (988)	HPI, HDS, MVPI	Managers and Executives
Sr. Managers, Directors, & VP (669)	HPI, HDS, MVPI	Managers and Executives
High Potential Managers (779)	HPI	Managers and Executives

Validity Generalization Studies	Assessments	Job Family
Account Managers (942)	HPI, HDS, MVPI	Sales/Customer Support
Field Application Engineers (941)	HPI, HDS, MVPI	Sales/Customer Support
Lead Generation Representatives & Business Development Managers (936)	HPI, MVPI	Sales/Customer Support
Account Executives (315)	HPI	Sales/Customer Support
Software Engineers (879)	HPI	Service and Support
Management Trainees (628)	HPI	Managers and Executives

Competency Studies	Assessments	Job Family
Technology Leaders (955)	HPI, HDS, MVPI	Managers and Executives
Company Leaders (881)	HPI, HDS, MVPI	Managers and Executives
Leaders (667)	HPI, HDS, MVPI	Managers and Executives
Client Team Sales Managers (880)	HPI, HDS	Managers and Executives
Leaders (656)	HPI, HDS	Managers and Executives
Leadership Development (564)	HPI, HDS	Managers and Executives
General Employees (914)	HPI	Professionals