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PATRICIA JACOB

The CIO Edge Harvard Business Press Great CIOs consistently exceed key stakeholders' expectations and maximize the business value delivered through their company's technology. What's their secret? Sure, IT professionals need technological smarts, plus an understanding of their company's goals and the competitive landscape. But the best of them possess a far more potent ability: they forge good working relationships with everyone involved in an IT-enabled project, whether it's introducing new hardware or implementing a major business transformation. In The CIO Edge, the authors draw on Korn/Ferry International's extensive empirical data on leadership competencies as well as Gartner's research on IT trends and the CIO role. They prove that, for IT leaders, mastering seven essential skills yields big results. This new book lays out the people-to-people leadership competencies that the highest-performing CIOs have in common—including the ability to inspire others, connect with a diverse array of stakeholders, value others' ideas, and

manifest caring in their relationships. The authors then explain how to cultivate each defining competency. Learn these skills, and you'll get more work done through others' enabling you to successfully execute more IT projects, generate better results for your company, and concentrate your efforts where they'll exert the most impact. The payoff? As the authors show, you'll work smarter, not harder—and get promoted far faster than your peers.

Risks, Relationships and Success Factors in IT Outsourcing Harvard Business Review Press

"This book provides a comprehensive collection of research and analysis on the principles of service, knowledge and organizational capabilities, clarifying IT strategy procedures and management practices and how they are used to shape a firm's knowledge resources"-- Provided by publisher.

Aligning Business Strategies and Analytics CRC Press

Blockchain is transforming business. What's your strategy? Leaders of forward-thinking organizations are exploring how blockchain can transform the way they create and seek value. Whether it's used to streamline multiparty processes, create and trade new assets, or leverage artificial

intelligence and the internet of things, blockchain enables entirely new business opportunities. This is just the start. As blockchain becomes more widely adopted, it has the potential to radically change the way companies and societies operate, as transformative a paradigm shift as the launch of the internet. *The Real Business of Blockchain* is one of the first books on this transformative technology written for business leaders. Authors David Furlonger and Christophe Uzureau--both of Gartner, the world-renowned research and advisory company--will help you: Assess how blockchain will impact your business Explore the value proposition that blockchain offers Make smart near- and midterm investments Position your organization in a new competitive landscape Timely, visionary, and accessible, *The Real Business of Blockchain* cuts through the hype and helps you unlock the vast capabilities of this powerful and potentially world-changing technology.

The New IT: How Technology Leaders are Enabling Business Strategy in the Digital Age John Wiley & Sons

Recognized as One of the Best Business Books for 2014 by CIO Magazine Based on interviews with more than 150 CIOs, IT/business executives, and academic thought leaders, *The Strategic CIO: Changing the Dynamics of the Business Enterprise* provides insight, success stories, and a step-by-step methodology to transform your IT organization into a strategic asset that drives customer value, increases revenues, and enhances shareholder wealth. The book details how strategic CIOs from FedEx, Procter & Gamble, McKesson, and other leading companies transformed their organizations. It illustrates the methods

these CIOs used to become strategic partners that collaborate effectively within their organizations to leverage information and technology for a competitive advantage. The text will help you assess the key competencies and skills required by IT personnel to partner with your business teams to create new and enhanced products and services that create customer value, increase margin, and enhance shareholder wealth. The book includes powerful methodologies, time-saving templates, proven best practices, and helpful assessments. It also details a four-phase methodology, along with the associated activities and tools, to help your IT organization successfully transform into a strategic IT organization. Gain insight into the four domain competencies and twelve associated skills required to build effective strategic IT organizations. Build your roadmap to success using the transformation methodology described in the text and you will be on your way to making your organization a strategic IT organization. Read Philip Weinzimer's recent article that appeared on CIO.com. *The New CIO Leader* CRC Press

As a CIO under fire, is it better to be liked or respected? How do you distinguish between risk and recklessness? When should you defend your position, and when should you give ground? The answers may surprise you. Business is a hotbed for conflict, and CIOs often find themselves at the center. As Italian political philosopher Niccolo Machiavelli implied, you're either predator or prey, and the animal you most resemble determines your position on the food chain. In *The Wolf in CIO's Clothing*, Gartner analyst and author Tina Nunno expands on Machiavelli's metaphor, examining seven animal

types and the leadership attributes of each. She posits the wolf ? a social animal with strong predatory instincts ? as the ideal example of how a leader can adapt and thrive. Technology may be black and white, but successful leadership demands an ability to exist in the grey. Drawing on her experience with hundreds of CIOs, Nunno charts a viable way to master the Machiavellian principles of power, manipulation, love and war. Through compelling case studies, her approach demonstrates how CIOs and IT leaders can adjust their leadership styles in extreme situations for their own success and that of their teams.

Digital to the Core CRC Press

Introducing a Powerful New Business Model for Today's IT Blogger, speaker, software executive, and bestselling author Jill Dyché has been thinking about leadership a lot lately. Having consulted with business and IT executives with Fortune 500 companies for most of her career, she has heard a common refrain: "What should we do about shadow IT?" She's decided to address the answer head-on. With the onslaught of cloud solutions, consumerization of technology, and increasingly tech-savvy business people, it's time for a manifesto for leaders who recognize—and are nervous about—the demands of the digital age. Whether you're an executive, department head, or IT manager, *The New IT* provides an action-ready blueprint for building and strengthening the role of IT in your company—and prescribing IT's future. Learn how to: **ASSESS** your current and future IT profile **ALIGN** your IT organization with business priorities **MAP** technology delivery plans according to business priorities **ORGANIZE** IT according to your company's culture and

strengths **REDEFINE** innovation and talent management practices **BUILD** a stronger and enduring role for IT as a business partner By using field-tested techniques to align your IT department with your corporate objectives, you can leverage the power of technology across the entire company. *The New IT* provides a set of tactical and experienced-based frameworks to help you and your colleagues conceive a new roadmap. It also includes real-world case studies and best practices from successful, technology-enabled companies such as Toyota, Merck, Brooks Brothers, Union Bank, and many others. You'll hear from major industry pioneers, IT thought leaders, and other change agents who are leading the way in this new frontier. And you'll learn how to bring your business and IT together in a way that is truly transformative. The new IT is more than computing power. It balances strategy and delivery. It's interactive and inclusive. It's as omnipresent as the smart phone and just as revolutionary. It equips you with the tools you need to succeed in reframing the IT conversation and propelling your business forward. Praise for *The New IT* "Jill has penned a de Toquevillean map of the digital world. Should be a required text for every business leader in the country." Thornton May, futurist and author of *The New Know* "Enterprise IT has reached an inflection point in how services are delivered and consumed, requiring our profession to undertake a transformation of our own. Jill Dyché describes well the challenges we face, how to assess them, and how to take action to complete the journey toward modern enterprise IT." Kimberly Stevenson, Vice President and Chief Information Officer, Intel "Conversational, intuitive, and intelligent, this book goes right to the

heart of governance (control), innovation (change), identity (authority), relevance (alignment), and influence (strategy). It's a timely book that should be read by executives across organizations." Peter Marx, Chief Innovation and Technology Officer, City of Los Angeles "A highly readable, entertaining book that will help CIOs and their executive partners address the ongoing challenge of converting IT from a strategic liability to a strategic asset." Peter Weill and Jeanne Ross, MIT Center for Information Research and authors of *IT Governance* "Everywhere I go I hear complaints about the old IT. Jill Dyché's book provides a comprehensive roadmap to changing IT to suit our analytical, consumer-driven, bring-your-own-device times!" Thomas H. Davenport, Distinguished Professor, Babson College, and author of *Competing on Analytics and Big Data @ Work*

[Information Technology Strategy and Management: Best Practices](#) IGI Global

This book describes how chief information officers (CIOs) can embrace and drive the digital transformation by providing innovative leadership that uses old skills in a novel way. The book explores ways in which new actors and factors will play a key role in this process and how new relations can be created among things, data, and people. In addition, the design of digital organizations and the implementation of digital technologies are carefully examined and it is explained how digital workspaces can be designed, organized, and used. A set of methods is provided for linking new digital tools in order to meet the goals and challenges of building a digital enterprise. The digital economy is disrupting the way of interaction within value chains, creating fresh spaces for competition and novel

ecosystems. With the advent of social media networking, mobility, big data and cloud computing, 4.0 manufacturing, etc., we are witnessing the birth of new digital organizations. However, sharing of leadership of this change among different actors can create disorder and inefficiency. Against this background, the future role of the CIO will be crucial.

Designed for Digital Basic Books

Two converging factors--the ubiquitous presence of technology in organizations and the recent technology downturn--have brought chief information officers (CIOs) to a critical breaking point. They can seize the moment to leverage their expertise into a larger and more strategic role than ever before, or they can allow themselves to be relegated to the sideline function of "chief technology mechanic." Drawing from exclusive research conducted by Gartner, Inc., with thousands of companies and CIOs, Marianne Broadbent and Ellen Kitzis reveal exactly what CIOs must do now to solidify their credibility with the executive team and bridge the chasm that currently separates business and IT strategy. The *New CIO Leader* outlines the agenda CIOs need to integrate business and IT assets in a way that moves corporate strategy forward--whether a firm is floundering, successfully competing, or leading its industry. Mandatory reading for CIOs in every firm, *The New CIO Leader* spells out how information systems can deliver results that matter--and how CIOs can become the enterprise leaders they should be.

CIO Routledge

Describes the principles and methodologies for crafting and executing a successful business-aligned IT strategy to provide businesses with value delivery.

Wolf in Cio's Clothing Routledge

For more than 40 years, Computerworld has been the leading source of technology news and information for IT influencers worldwide. Computerworld's award-winning Web site (Computerworld.com), twice-monthly publication, focused conference series and custom research form the hub of the world's largest global IT media network.

Computerworld Routledge

This book contains practical steps business users can take to implement data management in a number of ways, including data governance, data architecture, master data management, business intelligence, and others. It defines data strategy, and covers chapters that illustrate how to align a data strategy with the business strategy, a discussion on valuing data as an asset, the evolution of data management, and who should oversee a data strategy. This provides the user with a good understanding of what a data strategy is and its limits. Critical to a data strategy is the incorporation of one or more data management domains. Chapters on key data management domains—data governance, data architecture, master data management and analytics, offer the user a practical approach to data management execution within a data strategy. The intent is to enable the user to identify how execution on one or more data management domains can help solve business issues. This book is intended for business users who work with data, who need to manage one or more aspects of the organization's data, and who want to foster an integrated approach for how enterprise data is managed. This book is also an excellent reference for students studying computer science and business management or simply for someone who

has been tasked with starting or improving existing data management.

CIO Magazine MIT Press

CIO magazine, launched in 1987, provides business technology leaders with award-winning analysis and insight on information technology trends and a keen understanding of IT's role in achieving business goals.

CIO Springer

Machiavellians are few in number in IT. The massive pressure on CIOs continues to increase as the opportunities to use technology in business become more prevalent and more competitive. As CIOs often find themselves at the center of business conflict, they must not only familiarize themselves with Machiavellian tactics as a defensive weapon, but also learn to use them as an offensive weapon in extreme situations so that they can increase IT's contribution to their enterprises. As Italian political philosopher Niccolo Machiavelli implied, you're either predator or prey, and the animal you most resemble determines your position on the food chain. In *The Wolf in CIO's Clothing* Gartner analyst and author Tina Nunno expands on Machiavelli's metaphor, examining seven animal types and the leadership attributes of each. Nunno posits the wolf -- a social animal with strong predatory instincts -- as the ideal example of how a leader can adapt and thrive. Technology may be black and white, but successful leadership demands an ability to exist in the grey. Drawing on her experience with hundreds of CIOs, Nunno charts a viable way to master the Machiavellian principles of power, manipulation, love, and war. Through compelling case studies, her approach demonstrates how CIOs and IT leaders can adjust their leadership styles in extreme situations

for their own success and that of their teams.

Modern Data Strategy Springer Nature
This book examines issues related to the alignment of business strategies and analytics. Vast amounts of data are being generated, collected, stored, processed, analyzed, distributed and used at an ever-increasing rate by organizations. Simultaneously, managers must rapidly and thoroughly understand the factors driving their business. Business Analytics is an interactive process of analyzing and exploring enterprise data to find valuable insights that can be exploited for competitive advantage. However, to gain this advantage, organizations need to create a sophisticated analytical climate within which strategic decisions are made. As a result, there is a growing awareness that alignment among business strategies, business structures, and analytics are critical to effectively develop and deploy techniques to enhance an organization's decision-making capability. In the past, the relevance and usefulness of academic research in the area of alignment is often questioned by practitioners, but this book seeks to bridge this gap. *Aligning Business Strategies and Analytics: Bridging Between Theory and Practice* is comprised of twelve chapters, divided into three sections. The book begins by introducing business analytics and the current gap between academic training and the needs within the business community. Chapters 2 - 5 examines how the use of cognitive computing improves financial advice, how technology is accelerating the growth of the financial advising industry, explores the application of advanced analytics to various facets of the industry and provides the context for analytics in

practice. Chapters 6 - 9 offers real-world examples of how project management professionals tackle big-data challenges, explores the application of agile methodologies, discusses the operational benefits that can be gained by implementing real-time, and a case study on human capital analytics.

Chapters 10 - 11 reviews the opportunities and potential shortfall and highlights how new media marketing and analytics fostered new insights. Finally the book concludes with a look at how data and analytics are playing a revolutionary role in strategy development in the chemical industry.

Information Technology Control and Audit Business Expert Press

Why is it that Casio can sell a calculator more cheaply than Kellogg's can sell a box of corn flakes? Why can FedEx "absolutely, positively" deliver your package overnight but airlines have trouble keeping track of your bags? What does your company do better than anyone else? What unique value do you provide to your customers? How will you increase that value next year? As customers' demands for the highest quality products, best services, and lowest prices increase daily, the rules for market leadership are changing. Once powerful companies that haven't gotten the message are faltering, while others, new and old, are thriving. In disarmingly simple and provocative terms, Treacy and Wiersema show what it takes to become a leader in your market, and stay there, in an ever more sophisticated and demanding world.

Creating a Culture for Information Systems Success, Second Edition

Springer Science & Business Media
CIO magazine, launched in 1987, provides business technology leaders with award-winning analysis and insight

on information technology trends and a keen understanding of IT's role in achieving business goals.

Real Business of IT Harvard Business Press

Practical advice for redesigning "big, old" companies for digital success, with examples from Amazon, BNY Mellon, LEGO, Philips, USAA, and many other global organizations. Most established companies have deployed such digital technologies as the cloud, mobile apps, the internet of things, and artificial intelligence. But few established companies are designed for digital. This book offers an essential guide for retooling organizations for digital success. In the digital economy, rapid pace of change in technology capabilities and customer desires means that business strategy must be fluid. As a result, the authors explain, business design has become a critical management responsibility. Effective business design enables a company to quickly pivot in response to new competitive threats and opportunities. Most leaders today, however, rely on organizational structure to implement strategy, unaware that structure inhibits, rather than enables, agility. In companies that are designed for digital, people, processes, data, and technology are synchronized to identify and deliver innovative customer solutions--and redefine strategy. Digital design, not strategy, is what separates winners from losers in the digital economy. Designed for Digital offers practical advice on digital transformation, with examples that include Amazon, BNY Mellon, DBS Bank, LEGO, Philips, Schneider Electric, USAA, and many other global organizations. Drawing on five years of research and in-depth case studies, the book is an essential guide for companies

that want to disrupt rather than be disrupted in the new digital landscape.

Digital Business Strategies in Blockchain Ecosystems IGI Global

Down to earth, real answers on how to manage technology—from renowned IT leaders Filled with over thirty contributions from practitioners who handle both the day-to-day and longer term challenges that Information Technology (IT) departments and their parent businesses face, this hands-on, practical IT desk reference is written in lay terms for business people and IT personnel alike. Without jargon and lofty theories, this resource will help you assist your organization in addressing project risks in a global and interconnected world. Provides guidance on how business people and IT can work together to maximize business value Insights from more than thirty leading IT experts Commonsense, rational solutions for issues such as managing outsourcing relationships and operating IT as a business Offering solutions for many of the problems CIOs face, this unique book addresses the Chief Information Officer's role in managing and running IT as a business, so the IT department may become a full strategic partner in the organization's crucial decisions.

The Strategic CIO McGraw Hill Professional

If you're a general manager or CFO, do you feel you're spending too much on IT or wishing you could get better returns from your IT investments? If so, it's time to examine what's behind this IT-as-cost mind-set. In *The Real Business of IT*, Richard Hunter and George Westerman reveal that the cost mind-set stems from IT leaders' inability to communicate about the business value they create-so CIOs get stuck discussing budgets rather

than their contributions to the organization. The authors explain how IT leaders can combat this mind-set by first using information technology to generate three forms of value important to leaders throughout the organization: - Value for money when your IT department operates efficiently and effectively -An investment in business performance evidenced when IT helps divisions, units, and departments boost profitability -Personal value of CIOs as leaders whose contributions to their enterprise go well beyond their area of specialization The authors show how to communicate about these forms of value

with non-IT leaders-so they understand how your firm is benefiting and see IT as the strategic powerhouse it truly is.

CIO John Wiley & Sons

As information technology becomes increasingly essential within organizations, the reputation and role of the CIO has been diminishing To regain credibility and avoid obscurity, CIOs must take on a larger, more strategic role. Here is a blueprint for doing exactly that. This book shows how CIOs can bridge the gap between IT and the rest of the organization and finally make IT a strategic advantage rather than a cost sink.