

THE
REAL
BUSINESS OF IT

*How CIOs Create and
Communicate Value*

RICHARD HUNTER
GEORGE WESTERMAN

HARVARD BUSINESS PRESS

Real Business Of It How Cios Create And Communicate Value

**Jong Hyuk (James) Park, Jongsung
Kim, Deqing Zou, Yang Sun Lee**



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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

Digital Services in the 21st Century Antonio Sanchez,Belen Carro,2017-06-06 Telecommunication Services provides a holistic approach to understand telecommunications systems by addressing the emergence and domination of new digital services consumer and economic dynamics and the creation of content by service providers Includes services underlying technologies and internal capabilities for social network advertising Covers market dynamics that determine the successes and failures of service offerings Discusses the impact of smartphones iPhone launch on the telecommunications and mobile device industry

A Seat at the Table and The Art of Business Value Mark Schwartz,2017-10-10 A Seat at the Table Agile Lean and DevOps approaches are radical game changers They provide a fundamentally different way to think about how IT fits into the enterprise how IT leaders lead and how IT can harness technology to accomplish the objectives of the enterprise But honest and open conversations are not taking place at the interface between management and Agile delivery teams In A Seat at the Table CIO Mark Schwartz explores the role of IT leadership as it is now and the role of IT leadership as it should be an integral part of the value creation engine Asking two critical questions how can IT harness Agility to achieve the best value for the enterprise and how can IT redefine its relationship with the enterprise to maximize this value and in the process earn that seat at the table Schwartz shows that the only way to become an Agile IT leader in today s world is to be courageous to throw off many of the attitudes and assumptions that have left CIOs struggling to gain a seat at the table to proceed in bold strokes and to lead the enterprise in seizing opportunities to create business value through technology

The Art of Business Value Do you really understand what business value is Information technology can and should deliver business value But the Agile literature has paid scant attention to what business value means and how to know whether or not you are delivering it This problem becomes ever more critical as you push value delivery toward autonomous teams and away from requirements tossed over the wall by business stakeholders An empowered team needs to understand its goal Playful and thought provoking *The Art of Business Value* explores what business value means why it matters and how it should affect your software development and delivery practices More than any other IT delivery approach DevOps and Agile thinking in general makes business value a central concern This book examines the role of business value in software and makes a compelling case for why a clear understanding of business value will change the way you deliver software This book will make you think deeply about not only what it means to deliver value but also the relationship of the IT organization to the rest of the enterprise It will give you

the language to discuss value with the business methods to cut through bureaucracy and strategies for incorporating Agile teams and culture into the enterprise Most of all this book will startle you into new ways of thinking about the cutting edge of Agile practice and where it may lead *A Reader's Guide to A Seat at the Table* Mark Schwartz,2017-10-10 A Reader's Guide to A Seat at the Table is intended to add another dimension to the original book This reader's guide walks through A Seat at the Table chapter by chapter Each chapter includes additional material on The author's take on the chapter The author's motivation in writing the chapter including the personal experiences What has changed between the Waterfall contractor control world and the Agile world The key points of the chapter The concrete actions that IT leaders should take away from the chapter Questions to help stimulate further debate Further reading to explore the topic And more

Architecture and Patterns for IT Service Management, Resource Planning, and Governance Charles T. Betz,2011-11-02 Information technology supports efficient operations enterprise integration and seamless value delivery yet itself is too often inefficient un integrated and of unclear value This completely rewritten version of the bestselling *Architecture and Patterns for IT Service Management Resource Planning and Governance* retains the original and still unique approach apply the discipline of enterprise architecture to the business of large scale IT management itself Author Charles Betz applies his deep practitioner experience to a critical reading of ITIL 2011 COBIT version 4 the CMMI suite the IT portfolio management literature and the Agile Lean IT convergence and derives a value stream analysis IT semantic model and enabling systems architecture covering current topics such as CMDB CMS Service Catalog and IT Portfolio Management Using the concept of design patterns the book then presents dozens of visual models documenting challenging problems in integrating IT management showing how process data and IT management systems must work together to enable IT and its business partners The edition retains the fundamental discipline of traceable process data and system analysis that has made the first edition a favored desk reference for IT process analysts around the world This best seller is a must read for anyone charged with enterprise architecture IT planning or IT governance and management Lean oriented process analysis of IT management carefully distinguished from an IT functional model Field tested conceptual information model with definitions and usage scenarios mapped to both the process and system architectures Integrated architecture for IT management systems Synthesizes Enterprise Architecture IT Service Management and IT Portfolio Management in a practical way

Information Technology Convergence, Secure and Trust Computing, and Data Management Jong Hyuk (James) Park,Jongsung Kim,Deqing Zou,Yang Sun Lee,2012-08-16 The 4th FTRA International Conference on Information Technology Convergence and Services ITCS 12 will be held in Gwangju Korea on September 6 8 2012 The ITCS 12 will be the most comprehensive conference focused on the various aspects of advances in information technology convergence applications and services The ITCS 12 will provide an opportunity for academic and industry professionals to discuss the latest issues and progress in the area of ITCS In addition the conference will publish high quality papers which are closely related to the

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