

Developing IT Leadership

Building the Trusted Partnership with the Business

Monterrey, Nuevo León, México

4 day Program: November 20&21, December 3&4



Executive Program with Bob Benson

The Capabilities every CIO, IT Manager, Professional
(and Business Executive)
Requires for these Turbulent Times

"Your ability to partner with the business, and with them apply Strategic IT Management, is the single most important factor in your career success"
Robert Benson, Cutter Fellow

Overview

Organizations face continued turbulence in business, government, and IT. This is often enabled by IT and always greatly affects what IT has to do for the business and government organizations.

Their biggest challenges: 1) IT is separated from the business, often with some level of mistrust between them. 2) the business has new options, such as cloud and sourcing. 3) IT executives and professionals need skills and processes to build the partnership with business.

CIOs, IT Professionals, and IT organizations must be able to respond effectively to these challenges and the current economic and organizational turbulence everyone faces. They must excel at business-focused management skills and competencies for working effectively with the business. At the same time, business executives and professionals need to understand how to work effectively with IT.

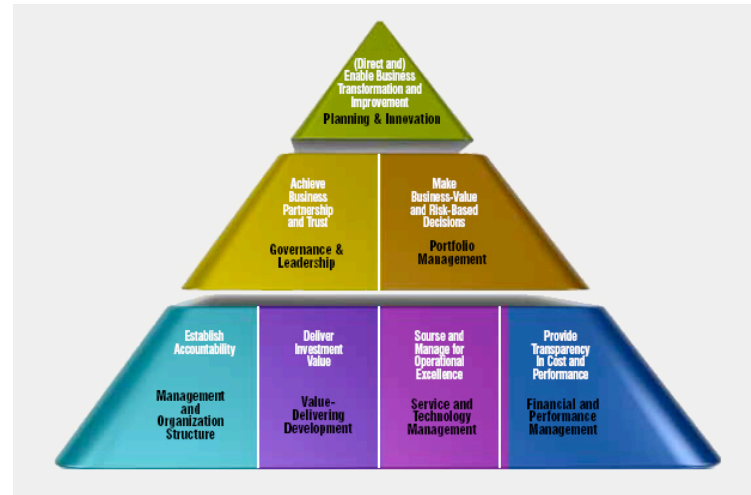
This requires a comprehensive, holistic set of management principles and processes for bridging the gap between business and IT. These principles and processes apply to both the IT organization and the business. The principles show IT and business executives how to successfully deal with the IT culture, structure, and process transformations necessary to cope with today's business, government, and technology turbulence and sea changes. The principles and processes use sound and practical business-focused capabilities in the context of complex business organizations (e.g., multiple business units, geographies, business governance cultures) and ongoing turbulence and change.

The Program

Developing IT Leadership Executive Program covers in detail seven critical business-focused capabilities CIOs and IT Organizations (and the business executives with whom they work) must have. These capabilities are particularly necessary today, as turbulence and change increasingly characterize business, government, and the global economy.

This Program gives each participant a detailed handbook for IT executives and professionals needing to:

- ◆ Deliver value;



- ◆ Be recognized by the business organization as a full partner in achieving competitive and mission performance goals; and
- ◆ Successfully deal with the challenges of turbulence and change affecting business and IT, risk.

Outcome.- The “End Point” of Leadership

The Executive Program gives the tools to achieve basic points in building the Business and IT Partnership. With these tools, participants can begin to move their organization to a new relationship:

Business Relationship. IT and business have positive and mutual and trusted relationships, creating an effective partnership.

Business Outcome. The mutual objective of the partnerships is improved business outcomes, defined as business strategic effectiveness and operational effectiveness

Business Recognition. IT's position in the enterprise is recognized as a valued and effective business function and business partner.

Content

The program consists of seven modules, presented over four intensive days. Each module covers one of the basic competencies every IT (and business) executive and professional requires, to build the partnership between business and IT.

Module 1.- Planning and Innovation

Direct and Enable Business Transformation and Improvement.

Module 2.- Governance and Leadership

Achieve Business Partnership and Trust.

Module 3.- Portfolio Management

Make Effective Business-Value and Risk-Mitigating Decisions.

Module 4.- Management and Organization

Establish Accountability.

Module 5.- Value Delivering Development

Deliver Investment Value in Projects and Investments.

Module 6.- IT Services and Sourcing

Source and Manage for Operational Excellence.

Module 7.- Financial Management

Provide Transparency in Cost and Performance.

Agenda

The program is presented in four intensive days. Before each day, a set of readings is available. After each day, a self-assessment instrument allows each participant to determine the current status in his/her enterprise, and the current status of the competencies in the IT and business organization. Day four includes a roadmap the participant can follow to further improve the status of the seven competencies in his/her organization.

Day 1

Introduction to Strategic IT Management

The Business and IT Partnership

The Seven Competencies

Governance and Leadership

The Basic Relationships

Planning and Innovation

Strategic IT Planning

Strategic Thinking

Connecting Business and IT

Day 2

Value Development

Project Portfolio Management

Business Transformation and Change

Portfolio Management

Cost, Business-Value and Risk-Mitigation decisions

Optimizing IT Service Portfolios

Day 3

Financial and Performance Management

Cost Transparency

Connecting IT Costs to the Business

Operational Excellence

IT Services and Portfolios

Service Management

Day 4

Management and Organization

Accountability

Strategic Sourcing

Business Relationships

The Developing IT Leadership Roadmap

Organizational Assessment

Individual Assessment

Specific Roadmap for the IT Organization

What is Special About this Executive Program?

The seven modules are coherent and consistent. Each competency completely supports the other competencies in terms of templates, processes, objectives, and metrics.

Each module consists of:

- ✓ Pre-Reading – Books and Monographs
- ✓ Lecture and in-class Workshop
- ✓ In-class discussion and Roundtables

The program is a terrific opportunity for IT executives and professionals to build their business-focused capabilities. The course includes hands-on workshops that emphasize attendee participation and give the opportunity to learn from each other.

We have presented the foundations of this program for twenty five years, in the US, Europe, and Mexico.

Attendees will accomplish ..

- ★ Learning about their partnership skills
- ★ Understand the seven core Strategic IT Management capabilities.
- ★ A personal roadmap for building Strategic IT Management capabilities

Deliverables

- Each CIO and senior IT executive receives hands-on experience in applying the key competencies, using specific examples and cases.
- Each CIO and senior IT executive learns the best-practices in the key competencies, applying the templates and processes from professor Benson and Cutter.
- Each participant receives:
 - Important reading and support materials about Strategic IT Management and Partnership

- Several hands-on workshop applicable to their enterprise
- Several self-assessment instruments to gauge the current status of the business IT partnership
- A roadmap for building the partnership

How will your organization benefit from this?

By sending Key IT Executives and decision-makers your organization with benefit by receiving:

A Complete assessment of the current status of the Business / IT Partnership

Complete assessment of the current status of their Strategic IT Management capabilities

A gap analysis: where opportunities exist for improving capabilities

IT executives and professionals more capability of delivering significant value to the sponsor.

Who is this for ?

- CIOs
- IT Directors
- Planners and Architects
- Systems Development project managers
- Operational Managers



“Building and strengthening the partnership between IT and Business is the most valuable goal for IT executives and professionals committed to serving their company or agency. This requires command of capabilities and skills beyond technology”

Robert J. Benson

Bob has personally done consulting in companies and organizations such as AIG (Global), AOL, Amtrak, AT&T, Blue Cross/Blue Shield of Oregon, Chrysler Financial, CoBank, Cosun (Netherlands), Department of Justice, DOW Chemical, EDS, Eli Lilly, USA – FBI, Hospital ABC, Federal Reserve System, Sagikor Financial Corp (Barbados), First Interstate Bank, Halliburton, ING (Global), INFONAVIT, Secretaría de la Función Pública, INFOTEC, Microsoft, Northrop Grumman, Clarica Insurance (Canada), The Regence Group, Roche, Sandia Laboratories, Sears (Canada), Siemens (Belgium), Sprint PCS, The State of Kansas, The State of South Dakota, Texas Guaranteed Student Loan, Tulane University, USA - Customs and Border Patrol, University of Wisconsin System, Universidad Regiomontana.

Bob Benson

is a worldwide recognized leader in strategic and financial management. He is a well known advisor for executives seeking to understand how to effectively manage information technology to support business strategies and performance, while controlling overall IT costs.

Bob applies more than 40 years of academic and corporate experience to assist companies and government agencies in understanding the business value of IT, strategic and financial IT management, strategic IT planning, effective IT application development, and IT governance. Mr. Benson has consulted for and conducted workshops with Cutter clients in the US, Mexico, and Europe.

Mr. Benson has been instrumental in the development of portfolio management methods and strategic and financial management methodologies based on Information Economics used by companies and consulting organizations around the world. He has conducted executive seminars and management courses on these subjects and has consulted with over 100 companies and organizations in 20 countries.

For 40 years, Mr. Benson taught computer science and information management at Washington University in St. Louis (USA), where he also served as Associate Vice Chancellor for Computing and Communications, Dean, CIO, and in various financial executive positions. He has also taught information management at Tilburg University (the Netherlands) for 20 years and is a member of its faculty. Mr. Benson holds a bachelor of science degree in engineering science and a law degree, both from Washington University.

PROGRAM INFORMATION

The workshop will be held in Mexico City and Monterrey, N.L.

4 Day Program

Mexico City

October 8-9, 2013
October 30-31, 2013

Monterrey, N.L.

16-17 October, 2013
20-21 November, 2013

Investment

\$31,000.00 mexican pesos plus taxes or 4 Cutter Tokens

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