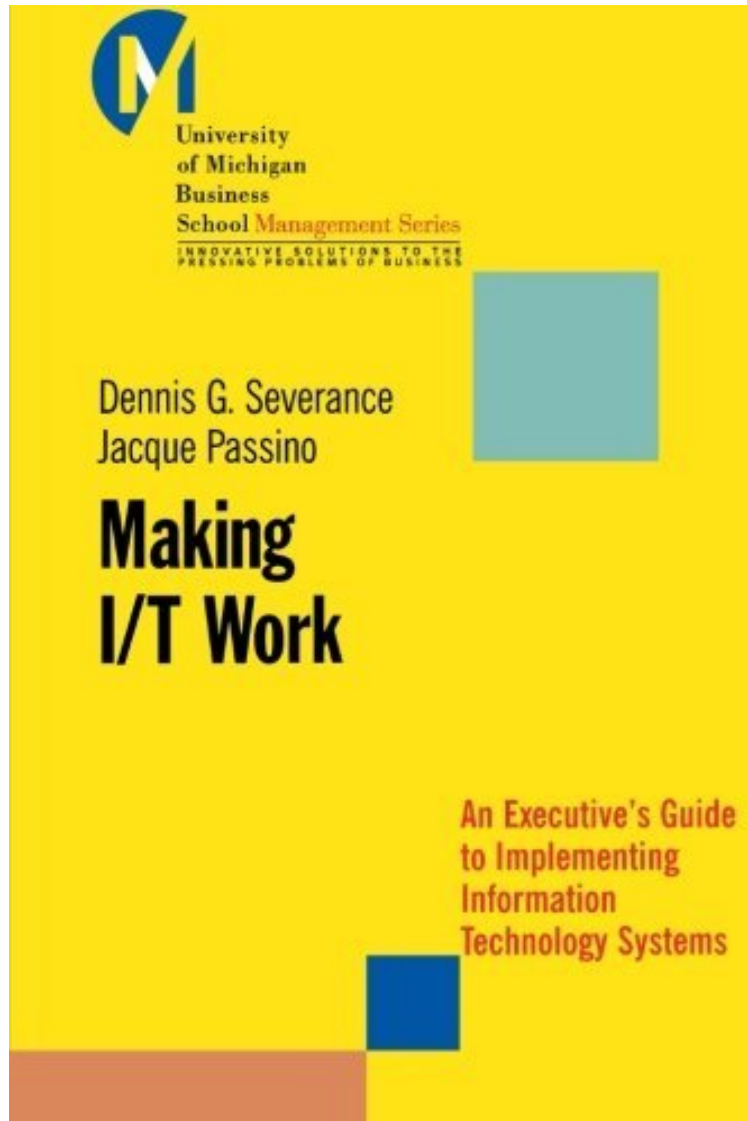


(Download pdf) Making I/T Work: An Executive's Guide to Implementing Information Technology Systems (J-B-UMBS Series)

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Dennis Severance, Jacque Passino
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Dennis Severance, Jacque Passino : Making I/T Work: An Executive's Guide to Implementing Information Technology Systems (J-B-UMBS Series) before purchasing it in order to gage whether or not it would be worth my time, and all praised Making I/T Work: An Executive's Guide to Implementing Information Technology Systems (J-B-UMBS Series):

0 of 0 people found the following review helpful. A Handbook to Leverage I/TBy MBARegardless of an individual's

role in organization transformation, Making I/T Work can serve as a textbook to map progress in the deployment of I/T. This includes senior management, mid level managers, end users, I/T staff, consultants, and shareholders. The authors have laid out a very logical approach to plan a major organizational transformation and to then monitor progress against strategic goals in a very dynamic environment. This book is very timely and relevant to what is needed in today's industry -- technology accountability, managing for results, and spending money wisely on I/T. Modernization and automation by themselves do not ensure business or organization success. Organizations want to ensure that their I/T investments are not only aligned with business priorities/visions at the enterprise level but that they can monitor I/T's effectiveness in a timely manner. Making I/T Work provides a roadmap on how to accomplish just this. The authors offer many pertinent questions to be answered at each step of the transformation process to reach a successful conclusion. The framework offered by the authors can serve as a guiding template to keep participants focused on the organization's strategic goals. I found this book to be immediately beneficial with respect to my current role in I/T initiatives. I highly recommend this book to anyone participating in a major transformation effort.

1 of 1 people found the following review helpful. Focus on what matters
By Eugene V. Tanski
Making I/T Work outlines an effective methodology for planning and executing technology initiatives. One of the nice things about the book is how it alternates between narrative and lesson, one reinforcing the other. And this is done in a style that is knowledgeable and confident without being preachy or pedantic. However, Severance and Passino have written a book that goes beyond IT implementation in its message to executives. Based on solid research and practical experience, Severance and Passino have provided a framework for bringing an organization together focusing on a common goal and executing according to a plan. Some would label this 'change management'. I would call it a platform for competitive advantage on a sustained basis. As the authors point out, knowing what to do really isn't all that difficult. Where the majority of companies have trouble is in execution. Great book!

Gene Tanski
CEO - Foresight Technologies
4 of 4 people found the following review helpful. People Matter
By Michael Krauss
Having worked with Passino since the early days of systems integration and the creation of the chief information officer role, I'm impressed to see this book. Most people think you unleash the power of technology through some grand combination of new hardware and a complex technology architecture. Truth is, it's about people. How you work with them. How they work with the system. How you treat them. Passino is a strategist who would agree with Michael Porter that information can help give you strategic advantage, but advantage only comes through people. This book is a must read for any serious student or executive who has a lasting belief that technology can benefit enterprises of all kinds. It's a mandatory read for anyone responsible for a multimillion dollar systems investment.

A Framework for the Strategic Use of I/T to Transform Business Projects
Making I/T Work offers managers basic guidance and an effective model for making the right choices when considering implementing information-based business projects. In this book, Dennis Severance and Jacque Passino provide business leaders with a framework of organizational change that places the problems of change into a context so that they can be effectively addressed and outlines a proven framework that can be adapted to a variety of situations. Making I/T Work offers managers A framework for managing I/T investment opportunities
Fifty helpful questions for leading a program of strategic change
Guidance for overcoming the powerful blocks to changes in infrastructure
Suggestions for formulating a winning strategy
A model for preparing and implementing a project
Information on how to assess the success of a program
Making I/T Work can help managers guide a strategic I/T transformation with a plan that is based on a strong sense of objective and a credible assessment of current realities.

"The value of change management, alignment, and dynamic planning; all made practical for the executive in an easy-to-read story. I loved it and my clients will too." — Neil J. Nelson, president and COO, Clarkston Consulting
"Severance and Passino offer a unique combination of academic and real world experience that will enlighten and instruct CEOs and senior executives in the implementation of complex I/T systems." — Raymond S. Perry, former vice president and chief information officer, Pitney Bowes Corporation
"The proverb, 'Those who do not learn from history are doomed to repeat it' is absolutely true for I/T projects. Making I/T Work is a definitive history reference book that should be on every CIO and CEO reading list." — Michael R. Hallman consultant, former president, Boeing Computer Services, and COO of Microsoft
From the Inside Flap
Each year billions of dollars are wasted on ill-conceived or poorly executed plans to incorporate information technology into business practices. Often there is a wide gap between the visionary strategies a company aspires to and the operating performance an enterprise actually attains. In this much-needed book, Dennis Severance and Jacque Passino-- two of the country's foremost experts in the field of information technology-- show how information-based business transformation projects are actually major organizational change events. To help managers meet the challenge of these events, the book outlines an innovative framework of organizational change that places the obstacles to change into a context that can be effectively addressed. The authors describe the dimensions in which a business and its operations might change as a result of strategic choices and then define the sequence of activities that can be put in place to accomplish these dramatic changes. The authors also offer solid advice for general managers who must get at and eliminate the root

causes of implementation failures. Throughout the book, Severance and Passino use a hypothetical case study (GMI) in which actual facts and events from ten corporate research sites have been blended together. This case offers a succinct presentation of situations, issues, and dilemmas that businesses have uncovered on a recurrent basis when implementing information technology systems. From the Back Cover

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