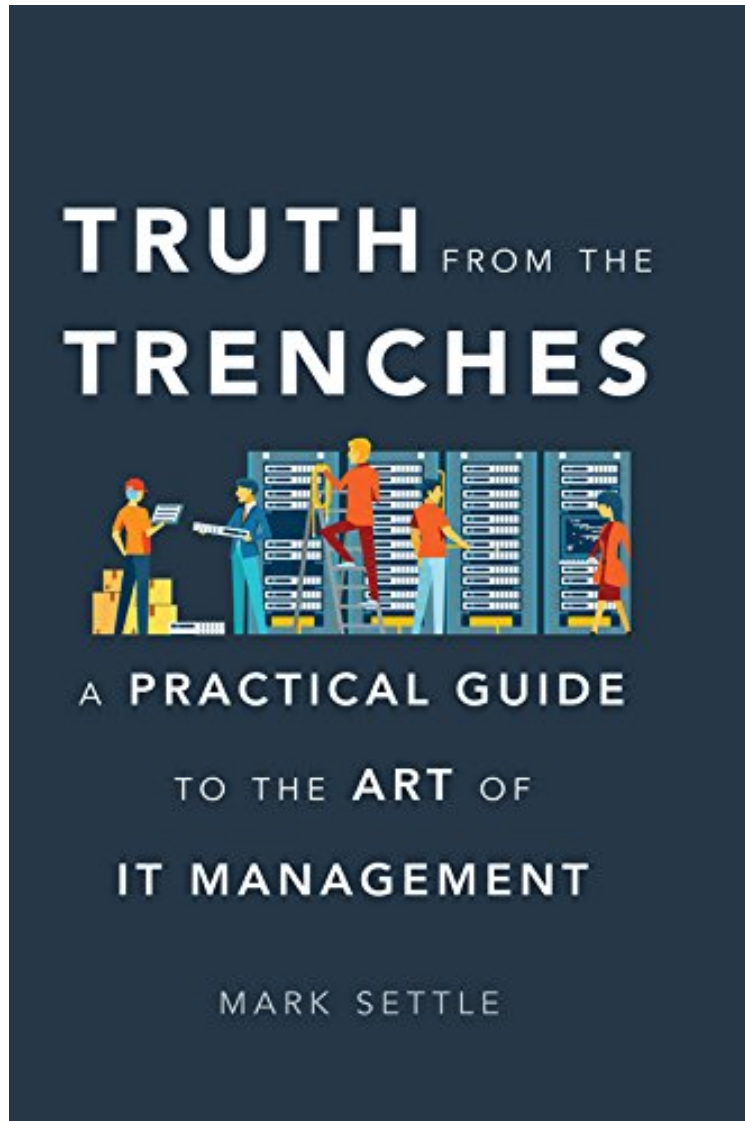


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Truth from the Trenches: A Practical Guide to the Art of It Management

Mark Settle

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considerations of IT projects in the past, present, and future, and political traps that could block your deal based on the CIO's relationship with LoB leaders. Read this book on your next flight and I assure you, your conversations and proposals will address the missing link to winning more business---the client's perspective on how your proposal impacts the people, processes, and financial management of a running IT organization.0 of 0 people found the following review helpful. Good insights, fewer trench stories than hopedBy Jeremy B.Does provide some good insight into the character and tactics of true IT leaders, but I was a bit disappointed by the limited "trench" stories. I think it could have used a few more stories that demonstrated the practical applications of what he suggests.0 of 0 people found the following review helpful. Well Worth It -By CoopAZ4It always amazed me after spending forty-two years in IT across five different industries in spite of the progress of technology, how many of the challenges faced by IT organizations still exist. Mark has been able to capture the fundamental drivers behind those patterns and guide the reader in practical steps to avoid another generation of surviving in "harder-than-it-needs-to-be" world of IT. Regardless of whether you are a seasoned CIO, CTO or just starting out in IT, this book is well worth the read.

The IT management profession is not for the faint of heart. Anyone who has worked in this sector is familiar with the unique (and borderline impossible) challenge of trying to keep up with technology innovation while operating on a too-small budget and facing constant criticism for problems outside of their control. "Truth From the Trenches" passes on the hard-won leadership lessons that seven-time CIO Mark Settle gained over years of working in IT management. Settle describes the key constituencies that an IT leader needs to influence, seduce, leverage, and manage to be successful. His practical recommendations will allow readers to improve their organizational impact and accelerate their career advancement. In a sector where competency stems not from formal certification but on-the-job learning, "Truth from the Trenches" is valuable and unique resource based on Settlersquo;s deep experience working in a variety of industries. By applying Settlersquo;s strategies, IT workers will be able to avoid common pitfalls, save themselves from wasting time and effort on hopeless initiatives, and navigate everyday IT challenges.

About the AuthorMark Settle is a six-time CIO with broad experience in the information services, enterprise software, consumer product, high tech distribution, financial services, and oil and gas industries. He has led IT organizations that supported the global operations of Fortune 500 companies; maintained RD labs for software product development; and hosted delivery systems for commercial products and services. Settle is personally familiar with both the selling and buying sides of the IT industry, having worked for firms that supply IT products and services to large enterprises as well as for enterprises that consume such offerings. Settle serves on the advisory boards of several Silicon Valley venture capital firms and has persistently championed the early adoption of emerging technologies within the IT organizations he has led. He is a three-time winner of the prestigious CIO 100 award bestowed annually by CIO Magazine and has been recognized for his leadership accomplishments by ComputerWorld, InformationWeek and InfoWorld as well.