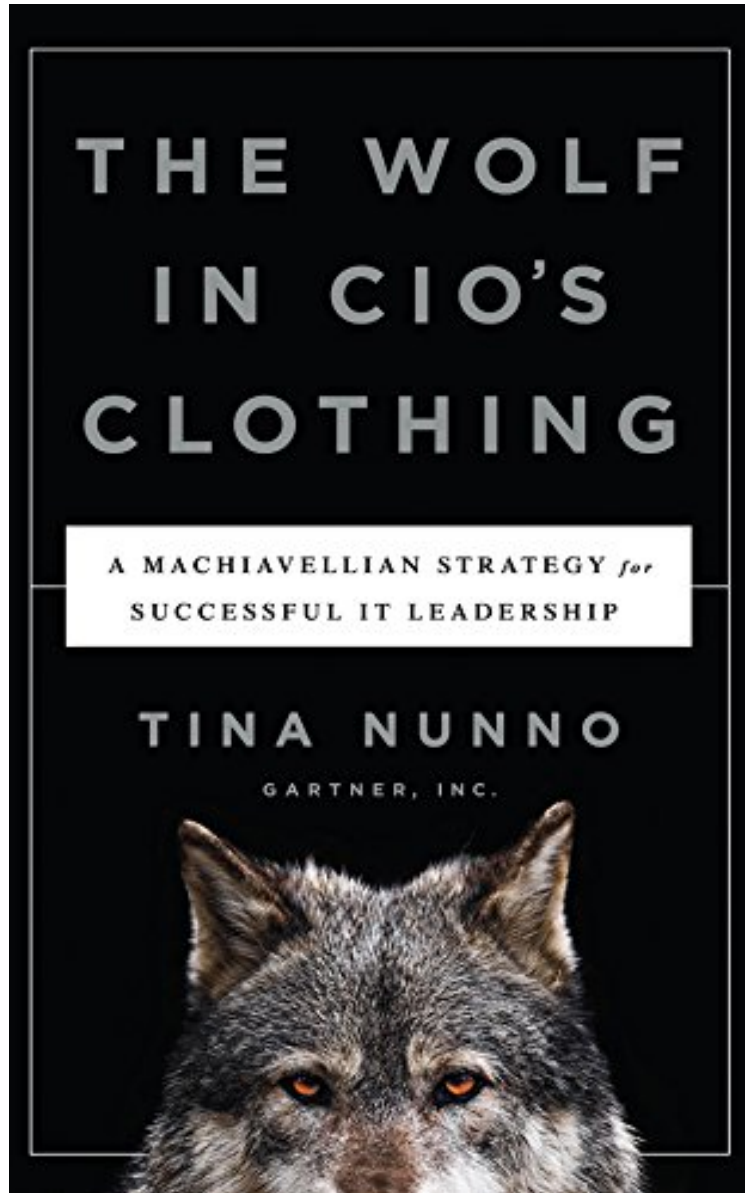


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Wolf in Cio's Clothing

Tina Nunno

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Tina Nunno : Wolf in Cio's Clothing before purchasing it in order to gage whether or not it would be worth my time, and all praised Wolf in Cio's Clothing:

0 of 0 people found the following review helpful. Useful resource to strengthen your managerial skillsBy CARLOS HURTADO J.This book is very useful to understand the hidden dynamics that we do not see in the office. It gives the reader a tool different from the traditional style of leadership we are used to; And provides strategies to face people

and / or organizations with styles and values different from yours. For this he uses the figure of the wolf, understood as a man who knows how to protect his pack fiercely, but who in different conditions knows how to create alliances and relationships of trust with his peers. If you are a CIO or aspire to be a CIO, I recommend your reading, but not before warning you that your paradigms of leadership and conflict resolution could be strongly challenged. Without a doubt it is a book that comes to increase your arsenal as an executive. 1 of 1 people found the following review helpful.

Machiavelli is alive and well in the office
By Sam Motes
This book takes the political teachings of Machiavelli and gives lessons for today's CIO on how to survive and thrive. It paints a picture of three dichotomies that the CIO leader must navigate through and compares them to dark and light side animals that embody each concept. They include Power (lion vs lamb), Manipulation (snake vs dove), and warfare (shark vs dolphin). The dichotomies have a Myers Briggs type self evaluation to determine your natural bent on each. The book advocates a mixed situational approach that it calls a wolf tactic that uses a blended combination of all the dichotomies for optimal results. It then discusses building your power base by grooming a wolf pack of followers who can build the political influence. The book advocates a level of manipulation and non-transparency that will be uncomfortable for many. Definitely embraces the Machiavellian principles espoused by others such as in Robert Greene's "48 Laws of Power". 0 of 0 people found the following review helpful. Lots to think about
By usmc_0311_94
Many things to consider in this book, which will turn you into a calculating political operator - you have to choose if that is what you want to be.

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.

'Tina Nunno is a true visionary in CIO leadership. *The Wolf in CIO's Clothing* arms readers with the battle-ready skills needed to successfully turn a losing battle into a major victory and to avoid playing defense in the first place. *The Wolf in CIO's Clothing* is a must-read for any aspiring technology leader. Moreover, it's highly recommended for anyone seeking to become a key influencer within their organization.' - Brook Colangelo, SVP and CIO of Houghton Mifflin Harcourt
About the Author
Tina Nunno is a Vice President and Gartner Fellow in Gartner's CIO Research group based in Stamford, Connecticut. She is responsible for conducting research and developing publications aimed at helping CIOs and their organizations around the world improve their performance and contribution. Tina specializes in CIO-related leadership issues, including working with the board of directors, executive communications, change management and governance strategies. She is the Analyst Sponsor of the Gartner Women's CIO Community, has co-authored Gartner's Annual CIO Agenda report, and is a sought-after speaker. Her most recent research deals with navigating organizational politics. She focuses on helping CIOs and other IT executives analyze sensitive political situations and apply strategies and tactics to deal with political land mines and power struggles. She also explores the use of extreme political tactics in her book *The Wolf in CIO's Clothing: A Machiavellian Strategy for Successful IT Leadership*.