



Course Overview

To prosper in a world of increased globalization, outsourcing and off-shoring, IT managers must increase their business acumen and sharpen their focus on contributions that will distinguish them from others. It is critical in today's business world of fierce competition and cost cutting to continuously improve your skills to meet your company's needs and market demands.

The importance of IT within the business is unquestioned. Equally important is the IT manager's business skills. An investment in developing financial, communication, and leadership expertise will better position IT managers for critical roles in the success of the business. IT managers are often stereotyped as the "keeper of the infrastructure and applications." Acquiring new skills will change this image to reflect the mature IT organization as a "valued contributor."

The demand for popular frameworks like ITIL, COBIT, CMMI and Six Sigma is in response to the desire for IT organizations to make a bigger impact on business operations as a whole. Chief Information Officers are receiving pressure from senior leaders to incorporate specific business methodologies into planning and organizing IT departments.

Providing IT services that have business value requires retooling and education on topics most beneficial to the industry and stakeholders. Remember that performance alone is not enough. You must communicate with senior leaders to gain visibility, demonstrate your value, and engage them in your success.

Course Syllabus

This 3-day course covers the fundamentals that IT managers must have for business and financial competencies to run IT more like a business. In addition, the course curriculum includes developing communication strategies that show a cost-effective stewardship to business stakeholders. Real-life examples and scenarios are used to reinforce the curriculum and to emphasize how important the IT maturation journey is toward business respect and credibility.

Course Curriculum

- **Section One: Introduction**
 - IT Maturity, Readiness, Respect & Credibility
 - IT Governance Models
 - IT Economics 101
 - Creating Value
 - Financial Metrics
- **Section Two: Fundamentals**
 - Accounting Essentials
 - Accrual Based Accounting
- **Section Three: Financial Essentials**
 - Generating & Managing Cash Flow
 - Lease v. Purchase
 - Budgeting
 - The IT Planning "Game"
- **Section Four: IT Planning Simulation**
 - Executive Summary
 - Business Case Review & Critique
 - Effective Presentations
- **Section Five: Leadership**
 - Role of the Leader
 - Organizational Behavior
 - Effective Communication
 - Effective Collaboration

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