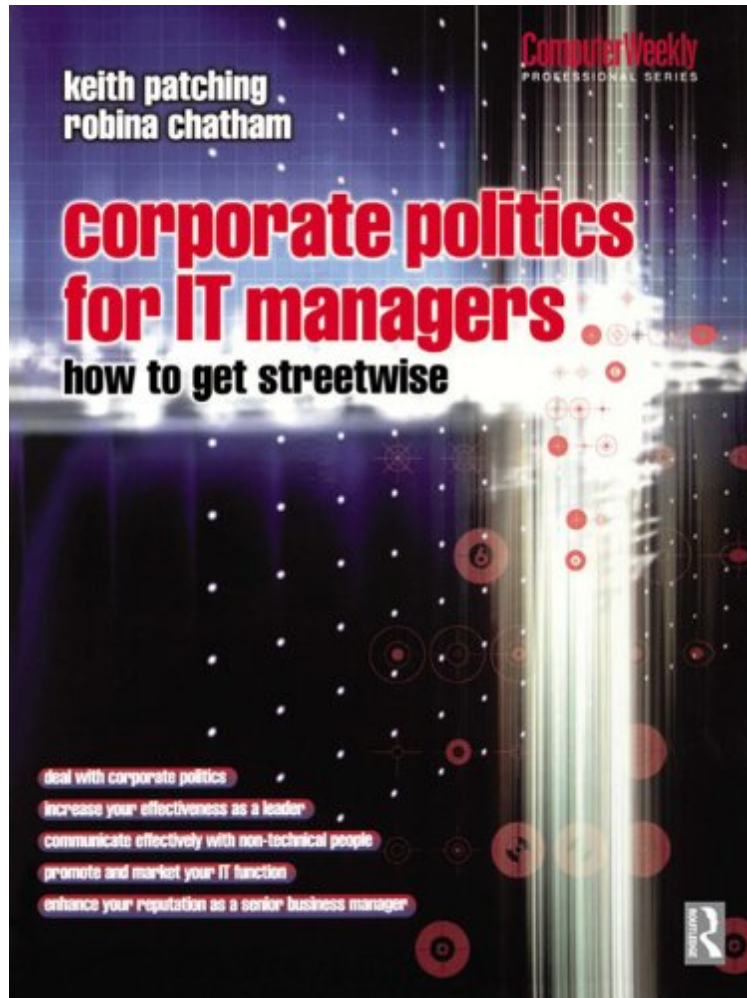


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## Corporate Politics for IT Managers: How to get Streetwise (Computer Weekly Professional Series)

*Keith Patching, Robina Chatham*

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**Keith Patching, Robina Chatham : Corporate Politics for IT Managers: How to get Streetwise (Computer Weekly Professional Series)** before purchasing it in order to gage whether or not it would be worth my time, and all praised Corporate Politics for IT Managers: How to get Streetwise (Computer Weekly Professional Series):

2 of 2 people found the following review helpful. Corporate Politics for IT Managers: How to get StreetwiseBy In the IT TrenchesAfter being involved in IT for over 20 years, I found this book to be a revelation. As with most IT professionals who work their way up from IT implementation and support to IT and then corporate management, I was very well versed on technologies from telecommunications to data networking. However, I was increasingly frustrated with "technology" decisions made by other "C-Level" staff with what I considered basic flaws - from a technology perspective - that practically doomed them to failure from the start.Intuitively, I knew that the problem was their

understanding of business processes, but a lack of knowledge about technology. As they had no inclination, or time, to learn the technology sufficiently to avoid the pitfalls, it was necessary for me to determine how to more successfully align technology needs with the corporate politics (as the operational alignment had already occurred). This book, which is very readable and even provided some belly-laughs about some of my most serious problems, really focused some ideas of which I was previously only vaguely aware. I highly recommend this book to all IT managers. It provides valuable information in an enjoyable and thought-provoking way. Besides, how many technical manuals can you read without needing some kind of variety? 2 of 2 people found the following review helpful. The secret of success...By A CustomerWow, after 20 years in the hardest game in the world (I.T.) (not without some success), I always felt that I knew the answers and the others didn't understand. I could never figure out why nobody valued what I did as highly as I did. Now I know, this book tells it all and you can read it in a day or two. **HIGHLY RECOMMENDED** for anyone in IT who feels misunderstood and undervalued. Use this book to get promoted within a year. 0 of 1 people found the following review helpful. A must for IT managersBy Phoenix Direct Tech...A practical guide for IT managers on how to get streetwise regarding corporate politics. The author approaches corporate politics in a real world view that provides IT manager's insight on how to best manage the business corporate politics with a streetwise angle.

'Corporate Politics for IT Managers: How to get Streetwise' addresses some of the most persistent problems faced by IT managers which undermine their power and influence in their organisations and which prevents them obtaining seat on the board of directors. It deals directly with the IT stereotype and offers advice on how to survive and then thrive despite the odds being stacked against the IT manager. Divided into four parts, 'How the IT Manager Gets Streetwise' begins by placing the IT stereotype in context, and proceeds to challenge the IT persons' habitual behaviours of the past, and present ways of rethinking IT services, before concluding with how managers can become "streetwise" in today's organisations. There are many books on the market telling IT managers how to construct IT and IS strategies, and even more on how to 'run' an IT department or function. However, few deal with the politics in organisations. 'Corporate Politics for IT Managers: How to get Streetwise' equips IT managers with the necessary skills to cope successfully in the political arenas of the boardrooms in today's businesses.

Computer Bulletin gave this book Five Stars. This practical and informative account of the political jungle to IT managers is presented with humour and cartoons but without descending into an excess of jokiness. The book is not a recipe for reaching the boardroom but packs in plenty of home truths which merit contemplation. If you are aiming for the top, buy it and read it; if you are happy as an IT manager, buy it and read it too: you could learn a lot about your self. -Computer Bulletin This practical and informative account of the challenge of the political jungle to IT managers is presented with humour and cartoons but without descending into an excess of jokiness. The book is not a recipe for reaching the boardroom but packs in plenty of home truths which merit contemplation. If you are aiming for the top, buy it read it; if you are happy as an IT manager, but it read it too: you could learn a lot about yourself. Tony Stock - Computer Bulletin - Jan 2001