1. Record Nr. UNINA9910877577903321 Autore Tillmann George **Titolo** The business-oriented CIO: a guide to market-driven management // George Tillman Hoboken, N.J., : John Wiley & Sons, c2008 Pubbl/distr/stampa 0-470-42851-1 **ISBN** 1-282-11264-3 9786612112645 0-470-37773-9 Descrizione fisica 1 online resource (275 p.) Disciplina 658.4/038 Soggetti Chief information officers Information technology - Management Business planning Information technology - Economic aspects Consumer satisfaction - Economic aspects Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Includes bibliographical references and index. Nota di bibliografia Nota di contenuto THE BUSINESS-ORIENTED CIO: A Guide to Market-Driven Management; Contents; Preface; Acknowledgments; Part I: THE FUNDAMENTALS; Chapter 1: In Search of Overhead Heroes; THE PROBLEM; THE IT SOLUTION; WHAT THE FOR-PROFITS CAN TEACH IT; SOME ADDITIONAL THOUGHTS: NOTES: Chapter 2: IT Governance: THE PROBLEM: THE IT SOLUTION: WHAT THE FOR-PROFITS CAN TEACH IT: SOME ADDITIONAL THOUGHTS; REFERENCES; NOTES; Chapter 3: IT Strategy and Planning;

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## Sommario/riassunto

The Business-Oriented CIO: A Guide to Market-Driven Management introduces the Market Driven Management approach, which applies and adapts some of the best for-profit business thinking for use by CIOs and IT managers. IT departments are integral parts of businesses; if the electronic components like e-commerce sites fail, the business will come to a screeching halt. Run your IT department like a business rather than a reactive entity that only functions to fix problems, and transform your image from that of service center to a true business partner.