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WITH
SANJOG AUL

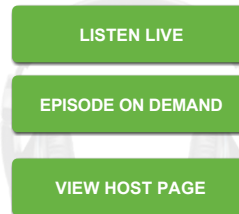
CIO Talk Network
Wednesday at 7 AM Pacific
August 05th 2009: The CIO as a successful influence manager

A CIO's success depends on how well he/she influences a variety of internal and external people/teams, and it is particularly difficult to get things done when dealing with a random group of people that he/she doesn't directly manage. Influence management is the ability to influence others, especially those that an IT leader may lack direct influence over. How important is this skill for a CIO? How can an IT leader develop this skill?



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