Making I/T Work: An Executives Guide to Implementing Information Technology Systems by Jacque Passino

Must Read For Every Business Executive

Making I/T Work offers managers basic guidance and an effective model for making the right choices when considering implementing information-based business projects. In this book, Dennis Severance and Jacque Passino provide business leaders with a framework of organizational change that places the problems of change into a context so that they can be effectively addressed and outlines a proven framework that can be adapted to a variety of situations. Making I/T Work offers managers a framework for managing I/T investment opportunities Fifty helpful questions for leading a program of strategic change Guidance for overcoming the powerful blocks to changes in infrastructure Suggestions for formulating a winning strategy A model for preparing and implementing a project Information on how to assess the success of a program Making I/T Work can help managers guide a strategic I/T transformation with a plan that is based on a strong sense of objective and a credible assessment of current realities.

My Personal Review:
Making I/T Work outlines an effective methodology for planning and executing technology initiatives. One of the nice things about the book is how it alternates between narrative and lesson, one reinforcing the other. And this is done in a style that is knowledgeable and confident without being preachy or pedantic. However, Severance and Passino have written a book that goes beyond IT implementation in its message to executives. Based on solid research and practical experience, Severance and Passino have provided a framework for bringing an organization together focusing on a common goal and executing according to a plan. Some would label this 'change management'. I would call it a platform for competitive advantage on a sustained basis. As the authors point out, knowing what to
do really isn't all that difficult. Where the majority of companies have trouble is in execution. Great book! Gene Tanski

CEO - Foresight Technologies

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