Ability to Execute

Finding power in moments that matter

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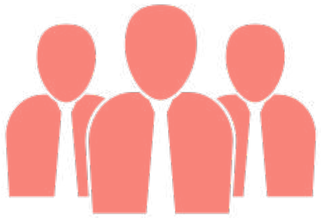
Changing Face of IT

Make it work

Make it work
this way



Make it work
for us

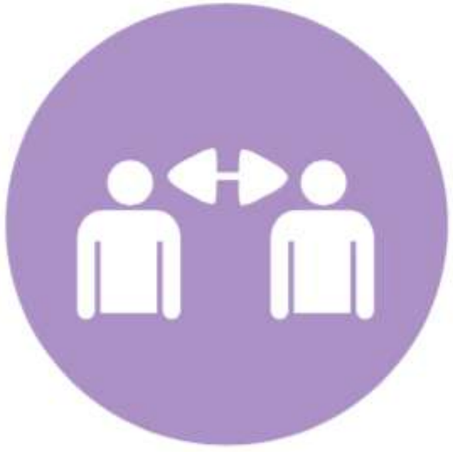
Information
Technology

Influencing Technology

THE BUSINESS

Business barriers impeding the delivery of IT initiatives

74% Conflicting business priorities among departments

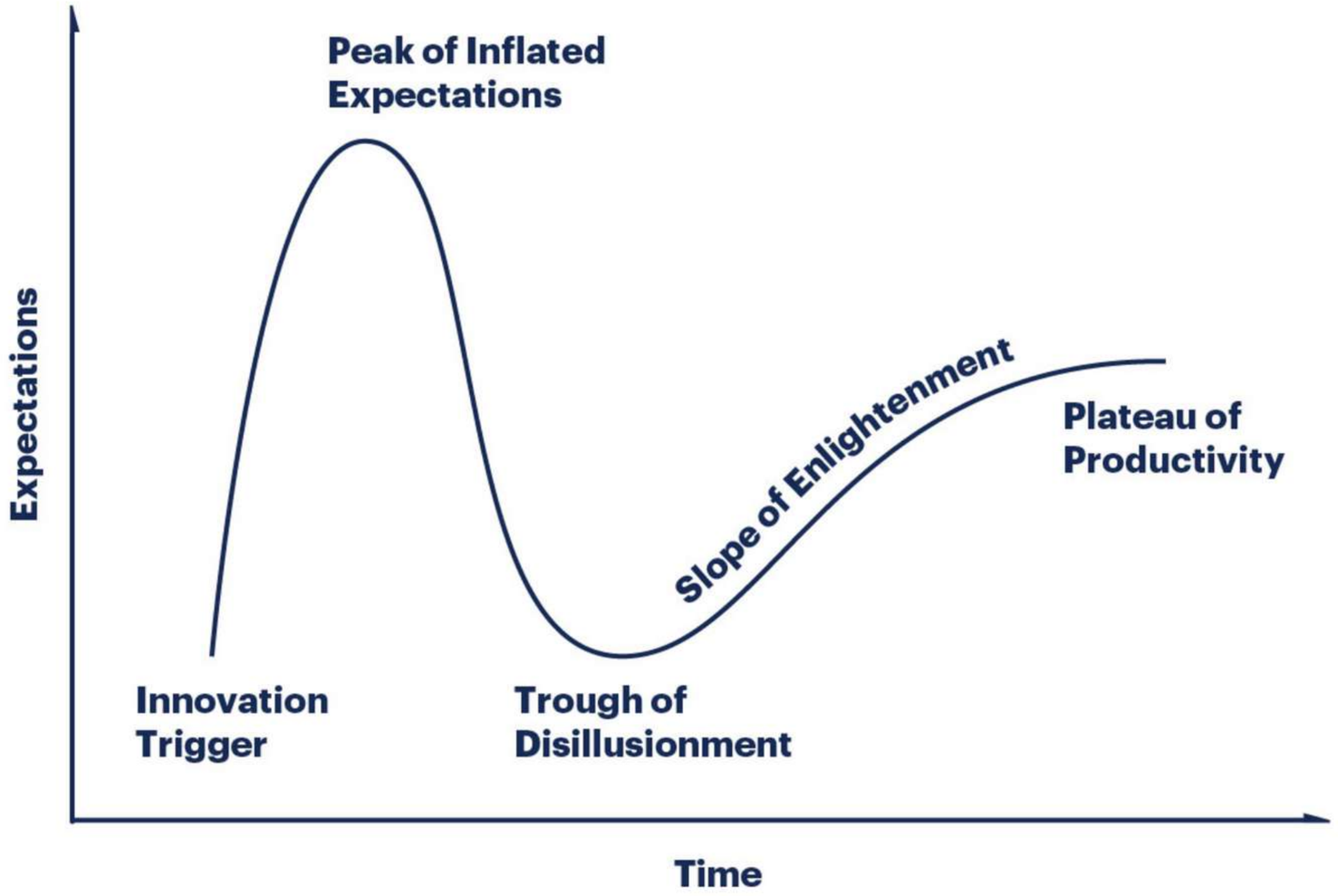


56% Interdepartmental communication & collaboration

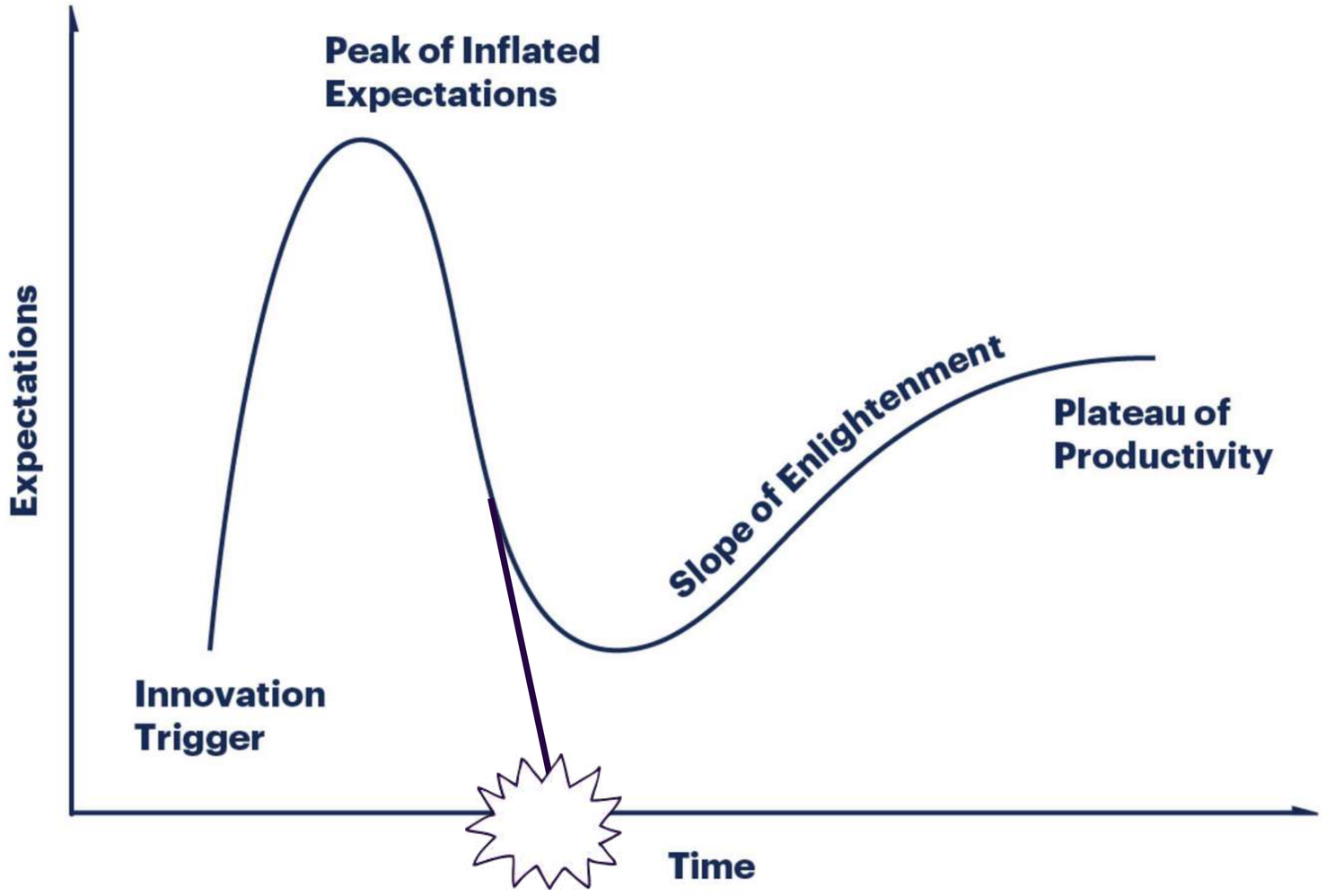
54% Difficulty demonstrating the ROI of tech spend or performance

Source: ADAPT CIO Edge Sep 2019. Sample Size – 164 Australian & New Zealand CIOs

Hype


Peak of Inflated Expectations
Expectations
Slope of Enlightenment
Plateau of Productivity
Innovation Trigger
Trough of Disillusionment
Time

Hurt


Peak of Inflated Expectations
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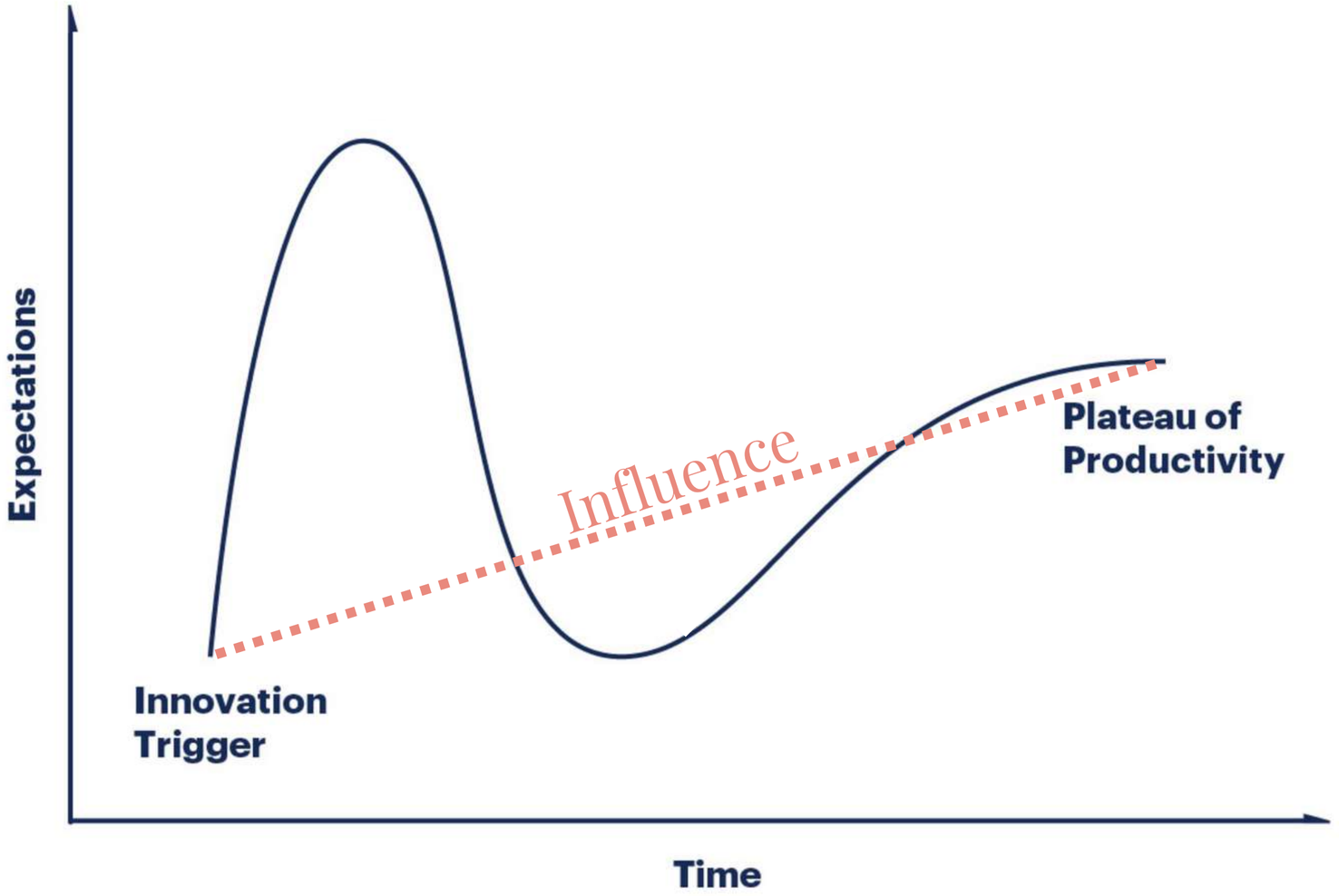
Innovation Trigger
Time

HYPERTENSION


Expectations
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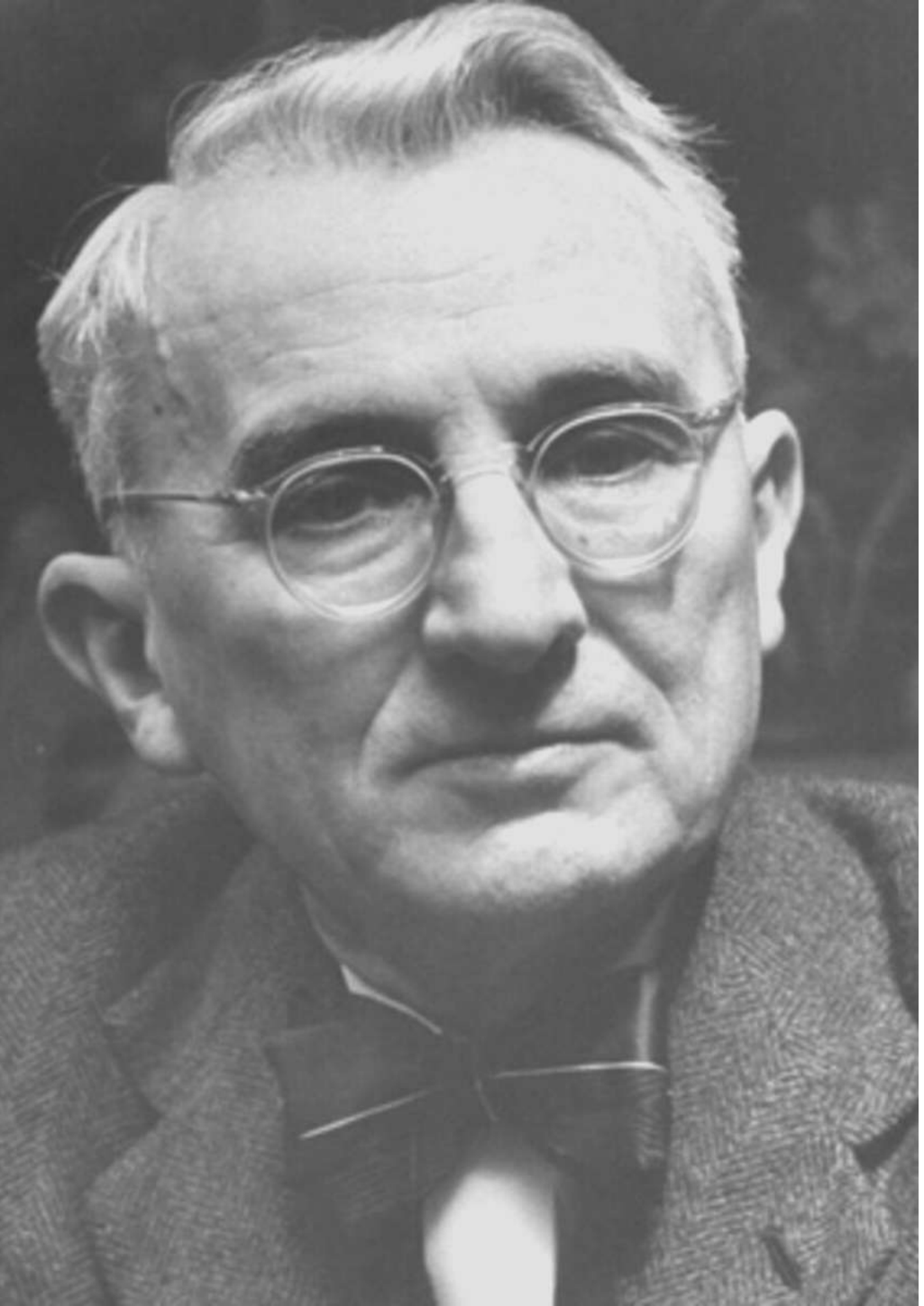
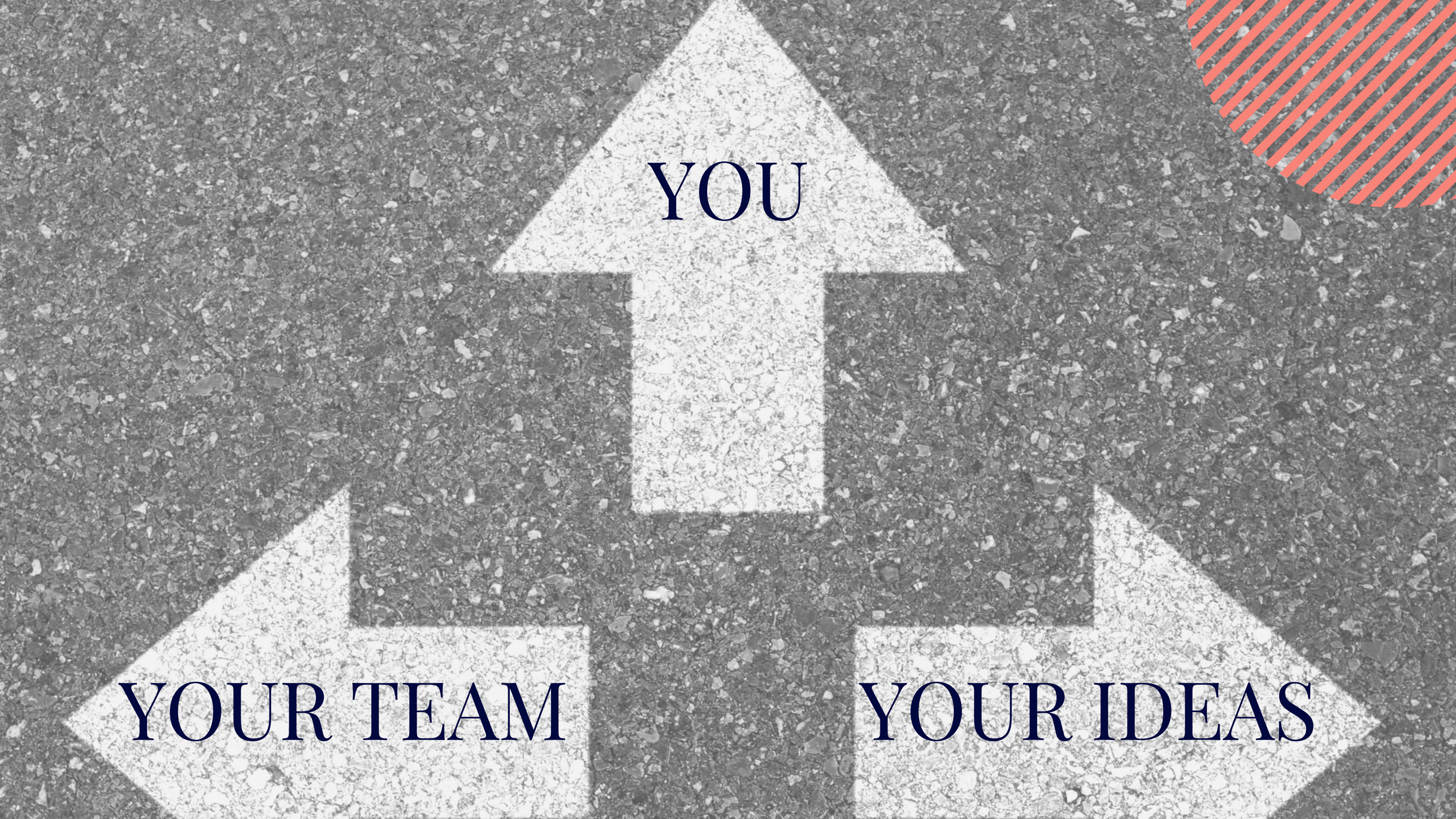


"The only way on earth to influence other people is to talk about what they want and show them how to get it"

- Dale Carnegie

What does your business want?


YOU
YOUR TEAM
YOUR IDEAS

	Credibility	Connection	Commitment
Your Ideas			
Your Team			
You			

What is your Influence Indicator?

/45

Credibility
Connection
Commitment

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