



## The CIO Edge: Seven Leadership Skills You Need to Drive Results

By Graham Waller, Karen Rubenstrunk, George Hallenbeck



**The CIO Edge: Seven Leadership Skills You Need to Drive Results** By Graham Waller, Karen Rubenstrunk, George Hallenbeck

Great CIOs consistently exceed key stakeholders' expectations and maximize the business value delivered through their company's technology. What's their secret?

Sure, IT professionals need technological smarts, plus an understanding of their company's goals and the competitive landscape. But the best of them possess a far more potent ability: they forge good working relationships with everyone involved in an IT-enabled project, whether it's introducing new hardware or implementing a major business transformation.

In *The CIO Edge*, the authors draw on Korn/Ferry International's extensive empirical data on leadership competencies as well as Gartner's research on IT trends and the CIO role. They prove that, for IT leaders, mastering seven essential skills yields big results.

This new book lays out the people-to-people leadership competencies that the highest-performing CIOs have in common—including the ability to inspire others, connect with a diverse array of stakeholders, value others' ideas, and manifest caring in their relationships. The authors then explain how to cultivate each defining competency.

Learn these skills, and you'll get more work done through others' enabling you to successfully execute more IT projects, generate better results for your company, and concentrate your efforts where they'll exert the most impact. The payoff? As the authors show, you'll work smarter, not harder—and get promoted far faster than your peers.

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### Editorial Review

#### Review

“So if you’re wondering what your legacy will be or how to shape it in the present, then The CIO Edge will assist you on your quest with practical case studies and easy, applicable steps to deliver results.” Public CIO

“...this fast-paced, enjoyable book dives headfirst into the key strengths that highly effective CIOs possess.”- CIO Magazine and Computerworld

“Throughout the book there are good references and case study interviews with CIOs, and while it is US CIOs who dominate, there is some good experience to glean. Overall The CIO Edge is worth a read for new CIOs, or it’s one to pass onto those members of your team you are coaching as part of a succession plan.” – CIO Magazine

#### About the Author

**Graham Waller** is a Vice President and Executive Partner in Gartner EXP. **George Hallenbeck** is Director of Intellectual Property Development for Korn/Ferry. **Karen Rubenstrunk** is a Senior Client Partner within Korn/Ferry International's CIO practice, which places more than one hundred CIOs annually.

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