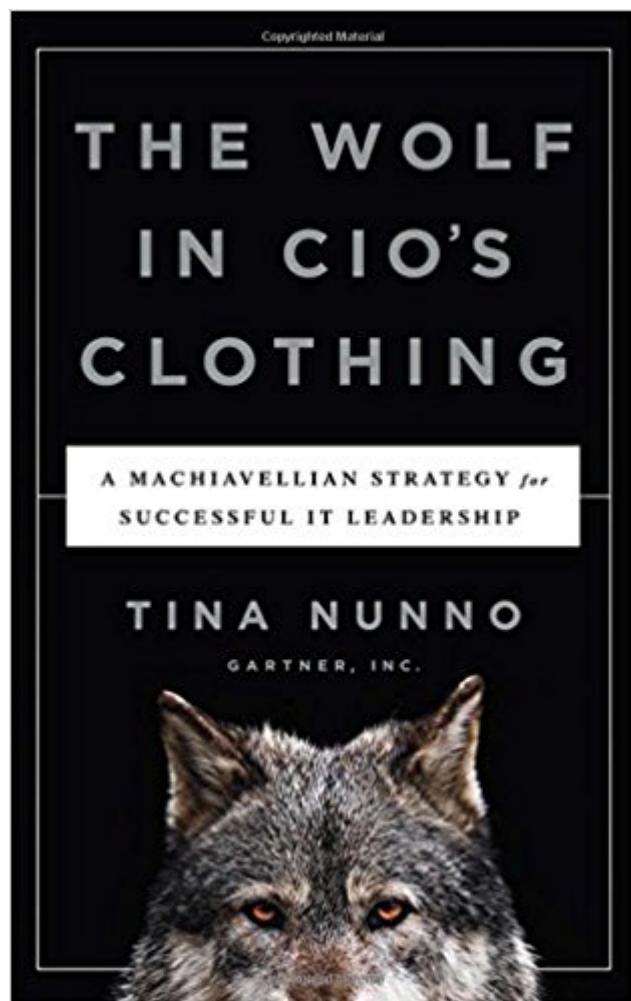The book was found

Wolf In Cio's Clothing

Synopsis

Machiavellians are few in number in IT. The massive pressure on CIOs continues to increase as the opportunities to use technology in business become more prevalent and more competitive. As CIOs often find themselves at the center of business conflict, they must not only familiarize themselves with Machiavellian tactics as a defensive weapon, but also learn to use them as an offensive weapon in extreme situations so that they can increase IT's contribution to their enterprises.Ã Â As Italian political philosopher Niccolo Machiavelli implied, you're either predator or prey, and the animal you most resemble determines your position on the food chain. In The Wolf in CIO's Clothing Gartner analyst and author Tina Nunno expands on Machiavelli's metaphor, examining seven animal types and the leadership attributes of each. Nunno posits the wolf -- a social animal with strong predatory instincts -- as the ideal example of how a leader can adapt and thrive.Ã Â Technology may be black and white, but successful leadership demands an ability to exist in the grey. Drawing on her experience with hundreds of CIOs, Nunno charts a viable way to master the Machiavellian principles of power, manipulation, love, and war. Through compelling case studies, her approach demonstrates how CIOs and IT leaders can adjust their leadership styles in extreme situations for their own success and that of their teams.

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Customer Reviews

'Tina Nunno is a true visionary in CIO leadership. The Wolf in CIOÃƒÂ¢Ã¢â Â¬Ã¢ Â¢s Clothing arms readers with the battle-ready skills needed to successfully turn a losing battle into a major

victory ÃƒÂ¢Ã¢â Â¬Ã¢â ¬Å" and to avoid playing defense in the first place. The Wolf in CIOÃƒÂ¢Ã¢â Â¬Ã¢â Â¢s Clothing is a must-read for any aspiring technology leader. Moreover, it's highly recommended for anyone seeking to become a key influencer within their organization.' - Brook Colangelo, SVP and CIO of Houghton Mifflin Harcourt

Tina Nunno is a Vice President and Gartner Fellow in Gartner's CIO Research group based in Stamford, Connecticut. She is responsible for conducting research and developing publications aimed at helping CIOs and their organizations around the world improve their performance and contribution. Tina specializes in CIO-related leadership issues, including working with the board of directors, executive communications, change management and governance strategies. She is the Analyst Sponsor of the Gartner Women's CIO Community, has co-authored Gartner's Annual CIO Agenda report, and is a sought-after speaker. TinaÃ¢â â„¢s most recent research deals with navigating organizational politics. She focuses on helping CIOs and other IT executives analyze sensitive political situations and apply strategies and tactics to deal with political land mines and power struggles. She also explores the use of extreme political tactics in her book The Wolf in CIO's Clothing: A Machiavellian Strategy for Successful IT Leadership.

This book is very useful to understand the hidden dynamics that we do not see in the office. It gives the reader a tool different from the traditional style of leadership we are used to; And provides strategies to face people and / or organizations with styles and values different from yours. For this he uses the figure of the wolf, understood as a man who knows how to protect his pack fiercely, but who in different conditions knows how to create alliances and relationships of trust with his peers.If you are a CIO or aspire to be a CIO, I recommend your reading, but not before warning you that your paradigms of leadership and conflict resolution could be strongly challenged. Without a doubt it is a book that comes to increase your arsenal as an executive.

This book takes the political teachings of Machiavelli and gives lessons for today's CIO on how to survive and thrive. It paints a picture of three dichotomies that the CIO leader must navigate through and compares them to dark and light side animals that embody each concept. They include Power (lion vs lamb), Manipulation (snake vs dove), and warfare (shark vs dolphin). The dichotomies have a Myers Briggs type self evaluation to determine your natural bent on each. The book advocates a mixed situational approach that it calls a wolf tactic that uses a blended combination of all the dichotomies for optimal results. It then discusses building your power base by grooming a wolf pack

of followers who can build the political influence. The book advocates a level of manipulation and non-transparency that will be uncomfortable for many. Definitely embraces the Machiavellian principles espoused by others such as in Robert Greene's "48 Laws of Power".

Many things to consider in this book, which will turn you into a calculating political operator - you have to choose if that is what you want to be.

So many leadership books only talk about the soft skills required to be successful. This one gives a more realistic perspective that includes tips on how to deal with negative forces in the work place and how to rein in silliness that results in poor IT decisions.

really illustrative, full of examples and gave me key messages not just as an CIO aspirant but as staff member.

The book read wells. Many example (though without company names) and full of scenario.I enjoined reading it but overall is not as strong as it could have been.Last section are weak. If you like IT leadership and look for a change this may be of interest.

It is a good weekend read..contains lot of practical examples of how things happen..and it is not just for CIO..but for other senior managers and middle managers who interface with business and have to work with difficult people

Loved the relating of real life to theory. Better than MBA school. Would highly recommend reading this if you are mid-to senior level manager or director looking to move up.

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