Georgia Tech College of Management
IT Management Program 2007
Created in Partnership with Chief Information Officers

IT Strategic Planning and Governance
Managing and Evaluating IT Projects
IT Leadership and Change Management
IT Outsourcing and Vendor Management
IT Security and Business Continuity
Managing Teams and Conflict Management
Emerging Technologies and Trends
Important HR Issues and Managing Your Career
We are pleased to announce the program content and dates of the Georgia Tech Information Technology (IT) Management Program. Created in collaboration with Atlanta-area Chief Information Officers, the program is designed to help IT managers fine-tune their IT strategic planning skills while developing the leadership skills and business acumen needed to deliver superior value to an organization through IT.

**Learning Objectives**
- Broaden your understanding of the modern enterprise and the role of IT in enabling superior performance
- Enhance your ability to think, plan and act strategically to deliver greater value through IT
- Learn state-of-the-art tools and techniques for managing the IT function
- Become a more effective manager and IT leader
- Become part of a select group of IT managers from leading organizations and form alliances that will benefit you throughout your career

**Who Should Attend**
The program is designed for IT managers in the central IT function, in distributed IT areas, and managers in other functional areas with IT interface responsibilities. Typical participants are high potential IT specialists who are moving into management roles that require them to lead teams, personnel, vendors and relationships to deliver effective business solutions to their internal and external clients. The program is also suitable for other managers who need to better understand the role of IT in the enterprise.

**Program Dates**
The program is eight days in duration and is delivered in two 4-day modules. The dates for the early 2007 program are Monday-Thursday, March 26-29, 2007 (Module 1); and Monday-Thursday, April 23-26, 2007 (Module 2).

**Venue**
All sessions will be held at the Huang Executive Education Center at Georgia Tech in midtown Atlanta. Directions and details will be mailed with the confirmation letter.

**For More Information**
Dan Stotz: Director, Executive Education, dan.stotz@mgt.gatech.edu, 404.894.1887
Saby Mitra: Faculty Director, saby.mitra@mgt.gatech.edu, 404.894.4365
Sri Narasimhan: Faculty Director, sri.narasimhan@mgt.gatech.edu, 404.894.4378
Outline of Topics
The eight training days are delivered in two 4-day modules (one month apart) and cover the following topics. Details of each topic can be found later in the brochure.

- **Topic 1:** IT Strategic Planning and Governance (1 Day)
- **Topic 2:** Evaluating and Justifying IT Investments (1 Day)
- **Topic 3:** Managing IT Projects (1/2 Day)
- **Topic 4:** IT Human Resource Management (1/2 Day)
- **Topic 5:** The Art and Science of IT Leadership (1/2 Day)
- **Topic 6:** Applied Change Management (1/2 Day)
- **Topic 7:** IT Security and Business Continuity (1 Day)
- **Topic 8:** Managing Outsourced Relationships (1 Day)
- **Topic 9:** Emerging Technologies and Trends (1 Day)
- **Topic 10:** Negotiation Skills: Conflict Resolution and Influencing Others (1/2 Day)

Format of Sessions
The faculty at Georgia Tech use a variety of techniques to stimulate class discussion and enable the sharing of ideas and best practices among participants.

- Structured presentations
- Team exercises
- Guest speakers on industry best practices
- Case studies related to IT management
- Skill assessments and reviews

About Georgia Tech
Georgia Tech is consistently ranked among the top ten public universities in the United States. Its nationally ranked College of Management focuses on innovative programs for technical professionals such as IT management, project management, six sigma, change management and technology entrepreneurship. For more information, visit our website at www.mgt.gatech.edu.
Testimonials from Georgia Tech’s Past IT Management Programs:
“I obtained great insights into the bigger picture of my business unit from this program, and I am walking away with great ideas to initiate and support our success.” — IT Manager, Coca-Cola Enterprises, Inc.

“I really got a lot out of this program. I can take the information and ideas that were presented back to my job and implement them.” — IS Desktop Systems Manager, Gulfstream Aerospace

“The format and content of this program offer the perfect level of detail. I encourage all IT leaders to attend.” — Informational Management Specialist, U.S. Army Forces Command

“This is an excellent program that covers relevant and contemporary IT management practices, as well as providing exposure to IT management issues in other leading organizations.” — Program Director, IBM

IT Management Program Registration Process and Fee
The Georgia Tech IT Management Program is designed in partnership with Atlanta-area Chief Information Officers who are committed to the development of IT professionals and managers. The program fee is $6,500 per person and includes Georgia Tech instructional and certification fees, instructional materials and case studies, books, computer simulation fees, lunch, snacks, Internet connectivity, and parking.

A 10% discount is available to companies sending three or more employees. To receive this discount, team members should register at the same time. A 25% discount is available for employees from small non-profit organizations (under 50 full-time employees).

Registration On-line
Registration is available on-line at www.execinfo.org.

Registration By Phone
Register via phone by calling 404.894.8700 or 1.800.815.7662.

Registration By Fax
IT professionals can also complete and fax the registration form located on page 17 of this document. Complete and sign the registration form and send to fax number 404.894.5603.

Please call the Georgia Tech College of Management’s Executive Education Center at 404.894.8700 if you have questions or need help with the registration process.
8:00-Noon  IT Strategic Planning: Part I (Morning Session: Monday, March 26, 2007)
Professor Nate Bennett, Georgia Tech College of Management
The morning session will focus on the fundamentals of strategic planning. Program participants will explore the complexities of strategic planning and how this complexity is compounded by the realities of a rapidly changing IT environment. Key content areas include: (1) optimizing the strategic planning process; (2) analyzing internal and external resources and capabilities; (3) strategic planning frameworks and tools; (4) overview of the SWOT Analysis model and processes; and (5) understanding how the IT function supports the organization’s strategy.

Team Activity  The Alaskan Gold Rush Exercise: An exercise where program participants learn to make strategic decisions as both individuals and as a team.

Noon-1:30 PM  Lunch and Lunch Time Presentations : Georgia Tech Hotel Executive Dining Room

1:30-4:30 PM  IT Strategic Planning: Part II (Afternoon Session: Monday, March 26, 2007)
Professor Saby Mitra, Georgia Tech College of Management
The afternoon session focuses on applying the concepts from the morning session to the development of an IT strategic plan through an in-depth case study. Professor Mitra will present an IT strategic planning framework that systematically develops the IT strategic plan and links it to the firm’s business strategy and critical success factors. In the latter part of the afternoon session, participants will have the opportunity to apply the IT planning tools and techniques through a case study. The program participants will present their strategic planning ideas and receive feedback from Georgia Tech professors and their peers from other organizations and industries.

Team Activity  Guest Speaker: Best Practices in IT Strategic Planning
A senior executive from a participating organization will present the details of their IT strategic planning process for group discussion and review.
Day Plan for Topic 2: Evaluating and Justifying IT Investments

8:00-Noon  
**Evaluating IT Investments** *(Morning Session: Tuesday, March 27, 2007)*

*Professor Deborah Turner, Georgia Tech College of Management*

The morning session focuses on proven techniques for measuring performance through accounting information. Participants will develop a better understanding of financial statements, cost accounting concepts, activity-based costing, balanced scorecard methodologies, and profit and cost-center accounting. Key content areas include: (1) communication of financial information; (2) understanding and interpreting financial statements; (3) developing a software capitalization plan; (4) the importance of measurement; and (5) cost systems in an advanced technology environment.

Team Activity  
**A Balanced Scorecard for IT**: Participants break into small groups to discuss how a Balanced Scorecard can be developed for IT

Noon-1:30 PM  
**Lunch and Lunch Time Presentations**: Georgia Tech Hotel Executive Dining Room

1:30-4:30 PM  
**Justifying IT Investments** *(Afternoon Session: Tuesday, March 27, 2007)*

*Professor Sri Narasimhan, Georgia Tech College of Management*

The afternoon session focuses on creating a business case for IT projects. Traditional NPV analysis is particularly difficult and unsuited to IT projects. The focus of this session will be on alternative approaches to justifying IT investments, such as financial simulations, real options analysis, information economic analysis, IT strategic analysis and scenario analysis. Special challenges in communicating the business case and convincing senior management will also be discussed. In addition to tools and techniques for developing a business case, the session also focuses on the organizational issues in justifying IT investments.

Team Activity  
**Guest Speaker: Best Practices in Justifying IT Investments**

An executive from a Fortune 500 company presents an overview of their approach to developing a business case for IT projects for review and discussion.
8:00-Noon  
**Managing IT Projects: Part I** *(Morning Session: Wednesday, March 28, 2007)*  
*Professor Saby Mitra, Georgia Tech College of Management*

The morning session focuses on understanding why IT projects fail and how to prevent failures. Through readings and case studies, participants will explore the reasons behind prominent IT project failures and develop an understanding of the tools and techniques that reduce the incidence of such failures. Key content areas include: (1) case study of ERP and other IT project failures; (2) framework for assessing IT project risks; (3) the salient features of an IT governance model that includes a phased approval process for managing risk; (4) the optimal IT organizational structure for effective IT project management; and (5) the role of the CIO in managing and communicating the role of IT.

**Team Activity**  
**Small Group Discussion and Reports:** Participants break into groups to discuss the major reasons behind IT project failures and successes in their organization.

Noon-1:30 PM  
**Lunch and Lunch Time Presentations:** Georgia Tech Hotel Executive Dining Room

1:00-4:30 PM  
**Managing IT Projects: Part II** *(Afternoon Session: Wednesday, March 28, 2007)*  
*Professor Saby Mitra, Georgia Tech College of Management*

The afternoon session develops the details behind the IT governance model discussed in the morning. It uses the Project Management Body of Knowledge framework from the Project Management Institute to develop detailed guidelines for cost management, quality management, deliverables management and schedule management. Key content areas include: (1) project cost estimation methods such as function point analysis, Delphi methods and bottoms-up estimating; (2) the use of unified modeling language as the basis for modeling and managing IT projects; (3) tools and techniques for testing and quality assurance, (d) critical path methods for managing schedules and deliverables; and (4) configuration management to ensure a smooth transition if IT project team members are reassigned or leave the organization.

**Team Activity**  
**Guest Speaker: Best Practices in IT Project Management**

A senior executive from a participating organization reviews the details of their IT project management best practices for discussion and review.
8:00-Noon  IT Leadership and HR Issues (Morning Session: Thursday, March 29, 2007)
Professor David Herold, Georgia Tech College of Management
The morning session focuses on understanding the good, the bad, and the ugly aspects of leadership. Professor Herold will facilitate innovative discussions on effective leadership techniques and how leadership can be shaped, learned, nurtured, coached, and modeled. Key content areas include: (1) what we mean by leadership in your organization’s current IT environment and culture? (2) who manages the chaos in your organization? (3) the difference between managing and leading and why both are important; (4) succession planning and the retention of talent; and (5) common reasons for IT leadership failures.

Team Activity  Defining Leadership: Program participants view three movie clips of world-renowned leaders. Each team presents their views of leadership qualities and traits, and how the leadership traits relate to your organization’s IT environment and culture.

Noon-1:30 PM  Lunch and Lunch Time Presentations : Georgia Tech Hotel Executive Dining Room

1:00-4:30 PM  Applied Change Management (Afternoon Session: Thursday, March 29, 2007)
Professor Luis Martins, Georgia Tech College of Management
The afternoon session focuses on proven techniques to create positive change at all levels of the organization and the importance of the individual’s change leadership style. Participants will develop a deep understanding of the business drivers of change and how to build the groundwork for a major change initiative. Key content areas include: (1) assessing both individual and organizational readiness for change; (2) understanding the intersection of leadership roles and change management; (3) best practices in planning, communicating and implementing an IT change initiative; and (4) assessing the political landscape for change and understanding the different roles in implementing change.

Team Activity  Guest Speaker: Best Practices in IT Change Management
A senior executive from a Fortune 500 organization presents an overview of how they approach IT change management for review and discussion.
8:00-Noon  **IT Security Issues and Solutions** *(Morning Session: Monday, April 23, 2007)*

*Industry experts and College of Computing Professors will co-teach the morning session with Professor Narasimhan*

The morning session provides an overview of information security threats and counter-measures. Participants will explore information and interfaces, profiles of who is “breaking in”, information gathering techniques, social engineering, physical threats and vulnerabilities. Key content areas include: (1) prevention of attacks; (2) security architecture components; (3) outsourcing security management; (4) best practices in communicating with the CIO and CEO; (5) role of a managed security provider; (6) business impact of IT security attacks; (7) best practices in deterrence mechanisms; and (8) deterrence standards from ISO, NIST and other standards organizations.

**Team Activity**  **IT Security Case Study:** Participants break into small groups to discuss an industry-relevant case study focusing on IT security issues. The teams propose solutions.

Noon-1:30 PM  **Lunch and Lunch Time Presentations:** Georgia Tech Hotel Executive Dining Room

1:00-4:30 PM  **Business Continuity: Disaster Tolerance** *(Afternoon Session: Monday, April 23, 2007)*

*Professor Sri Narasimhan, Georgia Tech College of Management*

The focus of this session will be on developing a business continuity plan to recover from catastrophic IT failures. The plan includes two elements. The first focuses on a fault tolerant IT infrastructure and the second focuses on the supporting business processes that ensure recovery when the IT infrastructure suffers from inevitable downtime due to a catastrophic event. Key content areas include: (1) consequences of disasters; (2) categorizing processes based on disaster consequences, (3) setting recovery points and recovery time based on need; (4) employee training and implementation of the plan, (5) testing the plan, and (6) key questions to ask before you outsource any aspect of your disaster recovery.

**Team Activity**  **Guest Speaker: Best Practices in IT Security**

A senior executive from a participating organization reviews the details of their business continuity plan for discussion and review.
Day Plan for Topic 7: Managing Outsourced Relationships

8:00-Noon  | **IT Outsourcing** *(Morning Session: Tuesday, April 24, 2007)*  
*Professor Sri Narasimhan, Georgia Tech College of Management*

The morning session will focus on the reasons behind IT outsourcing and IT outsourcing best practices. The session will be based on a well-known case study on IT outsourcing. Key topics that will be analyzed through the case study include: (1) the typical areas of IT that can be outsourced, (2) the motivation behind outsourcing, (3) how to develop a business case for outsourcing, (4) the long term concerns in outsourcing IT, (5) offshore outsourcing, its benefits and drawbacks, (6) an overview of solutions provided by prominent onshore and offshore vendors, (7) how to selectively outsource portions of the IT infrastructure to reduce cost, increase quality and manage risk; and (8) how to manage employee concerns regarding IT outsourcing. The session will also discuss the role of outsourcing in an environment where IT becomes a commodity resource.

**Team Activity**  
**Small Group Discussion and Reports:** Participants will discuss their experiences with IT outsourcing in small groups and present their findings to the class.

Noon-1:30 PM  | **Lunch and Lunch Time Presentations:** Georgia Tech Hotel Executive Dining Room

1:00-4:30 PM  | **IT Vendor Management** *(Afternoon Session: Tuesday, April 24, 2007)*  
*Professor Sri Narasimhan, Georgia Tech College of Management*

The afternoon session will focus on the details of choosing and managing vendors. The first part of the session will focus on a case study that demonstrates (1) how to choose vendors that balance cost and quality considerations, (2) how to design and negotiate effective contracts with vendors, (3) how to set up governance mechanisms to manage the vendor relationship on an ongoing basis to reduce the problems typically associated with outsourcing, (4) outsourcing best practices through an analysis of published research and case studies; and (5) how to retain key portions of the IT infrastructure in-house to reduce reliance on the vendor. The second part of the session will focus on a review of IT outsourcing services provided by key vendors, both onshore and offshore, and the major trends in such services.

**Team Activity**  
**Small Group Discussion and Reports:** Participants will discuss their experiences with IT vendor management and present their best practice ideas to the group.
Day Plan for Topic 8: Emerging Technologies and Trends

8:00-Noon  **Evaluating Emerging Technologies**  (Morning Session: Wednesday, April 25, 2007)
Professor Sri Narasimhan, Georgia Tech College of Management
Emerging technologies have the potential to change business environments rapidly, with profound implications for industrial organization, economic equilibriums, financial markets, and the quality of everyday life. The morning session is designed to provide participants with an overview of how to evaluate emerging technologies for potential applications in their organizations. Key content areas will include: (1) an overview of the top 10 emerging technologies for business applications, (2) their potential impact on markets, industry structure, new products and competitive landscape, (3) the key intellectual property issues associated with these emerging technologies, (4) evaluating and managing the deployment of such technologies in an organization; and (5) the role of standards and industry organizations in the success of such technologies. We will explore diffusion patterns so that participants better understand future trends and likely scenarios.

Team Activity  **Small Group Discussion and Reports**: Discussion of the potential emerging technologies that participant organizations are considering for adoption.

Noon-1:30 PM  **Lunch and Lunch Time Presentations**: Georgia Tech Hotel Executive Dining Room

1:00-4:30 PM  **Selecting Emerging Technologies**  (Afternoon Session: Wednesday, April 25, 2007)
TBD Industry Experts will team-teach the afternoon session with Professor Narasimhan
The afternoon session will be developed in consultation with participating organizations to focus on specific technologies that are of interest to the participants. Irrespective of the choice of the emerging technology, the following topics are likely to be discussed: (1) a managerial overview of the technology and its functionality, (2) a discussion of potential applications in business, especially in participating organizations, (3) the likely future evolution of the technology, (d) potential roadblocks and concerns; and (4) the major players and vendors and their products and services. While the choice of the specific technology will depend on participant interest, the following are candidates for evaluation: (a) RFID Technology and its implications, (b) integration technologies such as web services, XML, and enterprise application integration, (c) emerging wireless technologies such as WiMax and 4th generation cellular services, and (d) implications of Sarbanes-Oxley legislation and auditing IT systems.
Day Plan for Topics 9 & 10: Managing Teams & Negotiation Skills

8:00-Noon  Managing High-Performance Teams (Morning Session: Thursday, April 26, 2007)
Professor Dennis Nagao, Georgia Tech College of Management
The morning session will focus on proven techniques for designing teams for performance and exploring the concepts of framing, lenses, and aligning individuals and teams for superior performance. Key content areas include: (1) developing an understanding of others; (2) exploring team models and analyzing team assets and liabilities; (3) proven methods for improving team processes and productivity; (4) recognizing and managing team diversity; (5) understanding that differences in perspective can lead to difficult behavior; (6) reframing and communicating supportively; and (7) strategies for dealing with difficult people.

Team Activity  Carter Racing Exercise: Participants break into teams and are given assignments that will challenge their new team skills. Georgia Tech’s men’s basketball coach, Paul Hewitt, will be invited as a guest speaker on teamwork.

Noon-1:30 PM  Lunch and Networking: Georgia Tech Hotel Executive Dining Room

1:00-4:30 PM  Negotiation Skills & Influencing Others (Afternoon Session: Thursday, April 26, 2007)
Professor Christina Shalley, Georgia Tech College of Management
The afternoon session will focus on proven methods for improving influencing skills. Effective influencers get valued resources, maintain and build relationships, gain people’s trust, and effectively implement major change initiatives. Key content areas include: (1) how information can be presented to enhance the content of the message; (2) understanding the major decision making and negotiating styles; (3) the principles of influence that are universal across cultures; (4) influencing others without direct authority; and (5) methods for establishing credibility through expertise and relationships.

Team Activity  The Ugli Orange Case: Program participants are provided two different scenarios and then meet in pairs to practice their new skills in influencing others and negotiating effectively.
Nathan Bennett, Ph.D.
Nate Bennett joined the Georgia Tech College of Management as Associate Dean in the fall of 1999. In the spring of 2003, he was named Senior Associate Dean with responsibility for executive education, corporate and career development, and graduate alumni relations. Bennett came to Georgia Tech from the E.J. Ourso College of Business at Louisiana State University where he had been a faculty member since 1989. While at LSU, he served as Chair of the William W. and Catherine M. Rucks Department of Management and was Associate Dean for Academic Programs. He received both a Bachelor's degree in Sociology in 1983 and a Master's degree in Applied Social Research in 1984 from Tulane University in New Orleans. In 1989, he earned his PhD in Management from Georgia Tech.

David Herold, Ph.D.
David Herold is Area Coordinator of Organizational Behavior. He has published widely in the major psychology and management journals, contributed to books and presented numerous papers at professional meetings. His research interests include: behavioral problems in implementing new technologies, performance feedback in organizations, group performance, leadership and various aspects of workplace problems such as stress, alcohol, and drugs. Dr. Herold is active as a management consultant, helping companies address a wide range of organizational and human resources issues. His areas of specialization include Executive Development, Organizational Design, Human Resources Systems, Leadership, and Managing Organizational Change. He earned his Ph.D. from Yale University.

Luis Martins, Ph.D.
Luis is an associate professor of Organizational Behavior for the Georgia Tech College of Management. He conducts research on diversity in organizations, work-family conflict, managerial cognition, and organizational transformation. His research has appeared in the Academy of Management Journal, Academy of Management Review, Corporate Reputation Review, and in several book chapters. His teaching interests include organizational behavior, organizational transformation, managing diversity, and cross-cultural issues. He is a popular executive education instructor and facilitates an innovative computer simulation called ExperienceChange™. Professor Martins earned his Ph.D. from the Leonard N. Stern School of Business, New York University.
FACULTY PROFILES

Saby Mitra, Ph.D.
Associate Professor Sabyasachi (Saby) Mitra's current areas of interest include the economic impact of information technology (IT), justifying investments in IT, outsourcing IT activities, IT in the financial industry, and business data communications. Since arriving at Georgia Tech, he has developed courses in data communications and database and information systems development. Dr. Mitra's research has appeared in journals such as IEEE Transactions on Knowledge and Data Engineering, Decision Support Systems, Journal of Management Information Systems, and Telecommunication Systems Journal. Professor Mitra is a popular executive education instructor in the areas of project management, technology trends and innovations, and the management of technology.

Dennis Nagao, Ph.D.
Dennis Nagao is an Associate Professor of Organizational Behavior in the Georgia Tech College of Management. He is also the Faculty Director of the College’s Executive Master of Science in the Management of Technology program. Professor Nagao’s research interests include team performance and effectiveness, behavioral factors affecting change acceptance and implementation, behavioral decision theory, and mediated group performance. His research and articles have appeared in the Journal of Applied Psychology, Organizational Behavior and Human Decision Processes, Journal of Personality, and Social Psychology among others. Professor Nagao received his PhD from the University of Illinois at Urbana-Champaign.

Sridhar Narasimhan, Ph.D.
Sridhar Narasimhan is Professor of Information Technology Management at the Georgia Tech College of Management. His areas of specialization are IT infrastructure, computer network design, distributed databases, and IT outsourcing. Dr. Narasimhan has published in Management Science, ORSA Journal on Computing, IEEE Transactions on Communications, Computer Networks and ISDN Systems, Journal of Database Management, Information and Management, and several others. Sridhar is a very popular teacher in both the Georgia Tech MBA programs and the College of Management’s executive education programs. He is known for his ability to translate his research and consulting experiences into practical business solutions. Professor Narasimhan received his Ph.D. from Ohio State University.
Christina Shalley, Ph.D.

Christina Shalley is a Professor of Organizational Behavior and Human Resource Management in the Georgia Tech College of Management. She received both her Ph.D. in Business Administration and her M.A. in Labor and Industrial Relations from the University of Illinois at Urbana-Champaign. Chris teaches courses in Negotiation and Conflict Resolution, Research Methods, and Human Resource Management. She has won several teaching awards including Outstanding Undergraduate Teacher at the University of Arizona, and Business Teacher of the Year at the University of Arizona. Chris teaches executive education programs in the areas of negotiation skills, conflict resolution, and influencing others.

Daniel Stotz, MS in Management

Dan Stotz is the Director of Executive Programs for the Business School at Georgia Tech. He is responsible for developing public and custom executive education programs that meet the executive development needs of major corporations. Dan plays the lead role in designing and coordinating each custom program. His major executive education clients include GE Energy, Boys and Girls Clubs of America, EarthLink, Piedmont Healthcare, and Waffle House. In addition to founding an innovative Leadership Institute that provides training for non-profit executives, Dan is a popular speaker in the areas of email marketing and customer relationship management (CRM). Before joining Georgia Tech, Dan was the Manager of Marketing Communications for the University of Michigan Executive Education Center. He earned his Master of Science in Management from Colorado State University.

Deborah Turner, Ph.D.

Associate Professor Deborah Turner is professionally qualified as a Certified Public Accountant (CPA) in Georgia and spent four years as an accountant with PricewaterhouseCoopers before joining the Business School at Georgia Tech as an Assistant Professor in 1985. Her teaching interests include financial reporting, managerial accounting, and federal taxation. She is affiliated with the American Institute of Certified Public Accountants, American Accounting Association, American Woman's Society of Certified Public Accountants, and the Financial Executives Institute. Dr. Turner has twice received AWSCPA's award for outstanding contributions to the accounting literature. Professor Turner earned her Ph.D. from Georgia State University.
Application and Registration Form

As indicated below, I want to register for the Georgia Tech IT Management Program. I understand that the ITMP is an eight day program offered in two 4-day modules. Module One is scheduled for March 26-29, 2007 (Monday-Thursday) and Module Two is scheduled for April 23-26, 2007 (Monday-Thursday) The program topics include:

- IT Strategic Planning
- Evaluating and Justifying IT Investments
- Managing IT Projects
- IT Leadership and Change Management
- HR Best Practices
- Managing Outsourced Relationships
- Emerging Technologies and Trends
- Negotiation Skills: Conflict Resolution and Influencing Others
- Managing High-Performance Teams
- IT Security and Business Continuity

☐ Yes, I am interested in registering for the Georgia Tech IT Management Program.

Name and Job Title: ______________________________________________________________________________________

Company: ______________________________________________________________________________________________

Company Address: _______________________________________________________________________________________

City/State/Zip: ___________________________________________________________________________________________

Phone: _____________________________ Email: ______________________________________________________________

Job Responsibilities:
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

Program Applicant:
The undersigned understands the commitment required to complete the IT Management Program and acknowledges that if accepted the applicant will receive a Georgia Tech Certificate in IT Leadership upon program completion.

Signature: ______________________________________________  Date: __________________________________________

Registration Process:
You can register on-line at www.exec.info.org or by faxing this form to 404.894.5603. You will receive a confirmation email message. The program fee is $6,500. Companies sending three or more employees receive a 10% discount. To receive the discount, team members must register at the same time. For more information, please call the Georgia Tech Executive Education Center at 404.894.8700 or toll free at 1.800.815.7662.