

Information Technology Leadership Program

Agenda

October 14, 2008

7:30 a.m. Coffee

8:00 a.m. Introduction

P. DeLisi

Action Planning Intro.

R. Danielson

Leadership Discussion

All

Break

Guest Speaker

**A. Wondolowski,
CIO**

Lunch

Thinking Styles

P. DeLisi

Being Strategic

P. DeLisi

Break

Executive Thinking

D. Moberg

5:45 p.m. Reception

October 15, 2008

7:30 a.m. Coffee

8:00 a.m. “Stickiness” Exercise

All

Strategy Discussion, (Cont.)

P. DeLisi

Consulting Role Play

**R. Danielson,
P. DeLisi**

Consulting Skills

P. DeLisi

Case Study #1 Plus Break

Lunch

Leading Technological Change

R. Danielson

Sales & Influence Skills

P. DeLisi

Case Study #2 and Break

Breakout Groups

Debrief and Prepare Presentation

6:00 p.m. Working Dinner

October 16, 2008

7:30 a.m. Coffee

8:00 a.m. Case Study Sales Skills

P. DeLisi

Guest Speaker

**R. Finocchio
Former CEO, Informix**

Break

Relationship Building

P. DeLisi

Lunch

Presentations

Breakout Groups

Review of Presentations

All

Action Planning

Danielson/DeLisi

Evaluations/Certificates/Wrap-up

4:00 p.m. End