



*Training Course:  
The Essentials of IT Management Excellence*

*21 - 25 September 2026  
Trabzon (Turkey)*

## Training Course: The Essentials of IT Management Excellence

Training Course code: IT234611 From: 21 - 25 September 2026 Venue: Trabzon (Turkey) - Training Course Fees: 6300 € Euro

### Introduction

Managing an IT function is very different from developing or supporting technical IT solutions. General management skills are helpful to the IT manager, but results from this course demonstrate that a management course designed specifically for the IT professional is invaluable.

There are five key modules covering IT strategy, project excellence, communicating technology, operational and crisis management, and commercial acumen. These are the 5 management skills that have been identified as consistently enabling business results and career success for all IT managers.

### Course Objectives

- Develop an effective IT strategy
- Increase project delivery rates and manage a portfolio of projects
- Lead effectively in a technical crisis
- Set clear IT contract objectives
- Effectively negotiate technical agreements

### Target Audience

- IT Managers responsible for leading IT teams and functions
- Technical professionals transitioning into IT management roles
- IT Project Managers and Program Managers
- IT Directors and senior IT leaders
- Infrastructure, operations, and service delivery managers
- Enterprise architects and technical team leads
- Business relationship managers working between IT and business units
- Professionals involved in IT strategy, governance, and planning
- Vendor, contract, and procurement managers dealing with IT services
- Anyone aiming to develop leadership, communication, and strategic IT management skills

### Course Outline

#### Day 1: Business and IT strategy

- Business strategy
  - What is strategy?
  - Solving the problems of business strategy
  - Leading approaches to creating a top-level strategy
  - Case study □Setting corporate direction□
- IT strategy

- A proven process for IT strategy
- Aligning IT strategy to business priorities
- Balanced scorecard IT objectives
- Enterprise architecture in IT strategy
- Looking for a better way – optimizing IT strategy
- Strategic plans – plot on a page
- Communicating strategy

#### Day 2: Project excellence

- **Advanced project, program and portfolio management**
  - Validating project business cases using investment appraisals and sensitivity analysis
  - IT project management wisdom – lessons learned from successful and failed projects
  - Effective project governance and reporting
  - Project portfolio management guidelines
- **The first 90 days**
  - Making an impact – the first 90 days
  - Strategic importance and tactical urgency
  - Case study – Priorities of the new IT director
- **Business change leadership**
  - The emotional cycle of business change
  - Guidelines for successful change projects
  - IT's a unique role in business change management

#### Day 3: Communicating technology

- **Communication skills**
  - The art of communicating technology
  - Presenting IT to non-technical audiences
  - Creating a compelling technology message – IT's an elevator pitch
  - Handling difficult IT situations – forum theatre and role play
  - Group debate – What has IT ever done for us?
- **Business relationship management**
  - Business relationship scenarios
  - The POSTMAN technique for identifying priority business requirements
  - The advanced use of questioning strategies - opening and closing dialogue
  - Methods of influencing outcomes

#### Day 4: Operational and crisis management

- **Continual Service Improvement CSI models**
  - Overview of different frameworks, including ITIL, Six Sigma and Lean IT
  - Techniques of root cause analysis
  - CSI examples and guidelines
- **Crisis leadership**
  - Preparing for major technology incidents
  - Managing major incidents
  - Leading in crisis – the art of communication
  - Roleplay – Handling difficult situations – media simulation

#### Day 5: Commercial acumen

- Vendors
  - Making good decisions
  - Avoiding supplier pitfalls
  - Choosing good technology partners
  - Creating a culture of partnership
  - Harnessing vendor innovation
- Essentials of IT contracts
  - Contract guidelines for successful IT
  - Getting what you want from your legal team
  - Designing contract flexibility
  - Managing IT contract portfolios
- IT negotiation strategy
  - Creating a negotiation strategy
  - Rational supporting arguments
  - Agreeing on final positions and BATNA
  - Negotiating as a team
  - Delivering better-negotiated outcomes
  - Negotiation role plays and case studies

## Registration form on the Training Course: The Essentials of IT Management Excellence

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
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### Easy Ways To Register

Telephone:  
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