



**SCANDINAVIAN ACADEMY**  
For Training and Development

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# Course: Strategic IT Leadership

Code	City	Hotel	Start	End	Price	Language - Hours
IT-410	Athens (Greece)	Hotel Meeting Room	2026-09-07	2026-09-18	8950 €	En - 50

## Introduction

Management of IT services is no longer enough. The strategic importance of information services to the enterprise makes IT a critical partner in meeting business goals.

Defining IT strategy, and leading an agile IT organization that is customer-centric, making good strategic management and technical decisions and leverage your IT resources is the challenge IT leaders face today. Strategic IT Leadership will give you the skills you need to meet these challenges.

## Objectives

This seminar reveals the most important aspects of leading and managing a world-class, strategically aligned IT department.

From aligning IT projects with corporate strategy to defining value and performance measurement, knowing when to adopt new technologies, from team building and finding and keeping the right people, to planning and budgeting, you will learn the keys to strategically align your IT services with professional, world class, proven techniques.

## Training Methodology

The seminar combines presentations with interactive workshop exercises, supported by video material and case studies. Delegates will be encouraged to participate actively in relating the strategies of effective IT leadership to the particular needs of their



enterprise.

## **Organizational Impact**

- Learn techniques for aligning IT and corporate strategy for maximum ROI.
- Develop visionary, innovative, and effective IT strategies for the success of the organization.
- Making new IT initiatives and technologies support the corporate vision.

## **Personal Impact**

- How to be an effective, strategic IT leader
- Improve your personal management, influence and negotiation skills
- Learn to evaluate technology solutions, vendor selection and outsourcing.

## **Who should attend?**

IT professionals from both technical and management backgrounds — including those who oversee IT operations, networks/systems and IT projects would benefit from this seminar. It will be of particular value to technical professionals who have been--or are about to be--promoted to a IT management position and experienced professionals who are new to the technical environment.

## **SEMINAR OUTLINE**

### **Leading and Managing the IT Department**

- Understand the challenges of the IT manager
- How to value IT services
- Communicate IT value to upper management, peers and end-users.
- Understand the responsibilities of the IT team leader.



## **Managing Technology**

- Understand the Strategy for Managing Existing Technology
- Know when to develop and adopt New Technologies
- Be Aware of how to manage assets effectively.

## **Using Influence**

- Understand the different types of influential power.
- Be aware of the various influence strategies
- Select the most effective influence strategy for the situation
- Understanding negotiations, tactics and techniques.
- Use influence effectively to thrive as an IT manager

## **Strategic Decision Making**

- Apply strategic decision making
- Recognizing strategic decisions and initiatives.
- Apply strategic decision making to vendor selection
- Understand when to outsource

## **Developing the IT Strategic Plan and Budget**

- Using the mission as an IT driver
- Defining the customer profile
- understanding the partnership model
- Creating a strategic plan
- Planning and budgeting issues

## **Managing IT Quality**

- Understanding the importance of managing by process
- Understand the definitions of quality



- Applying maturity models
- Using process management
- Applying international standards

## **Building the IT Management Team**

- Evaluating IT performance and metrics
- Understanding delegation and motivation
- Team building
- Managing the management team and stakeholders.

## **IT Project Management**

- The Importance of Project Management
- Defining Project Manager talents and skills
- Understanding the principles of Project Management

## **IT Performance Metrics**

- Developing a measurement strategy
- Creating a `Best Practices` based organization
- Deploy metrics
- Managing by facts and results
- Integrate metrics into the strategic plan

## **Common Pitfalls and Lessons Learned**

- Balancing technical and corporate requirements
- Balancing tactical and strategic decisions
- Evaluating new and existing technologies
- Balancing management styles and culture.



The Scandinavian Academy for Training and Development adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training and Development.

### **Program Timings:**

- 9:00 AM to 2:00 PM in Arab cities.
- 10:00 AM to 3:00 PM in European and Asian cities.

### **The program includes:**

- A daily Coffee Break provided during the sessions to ensure participants comfort.