



Straight to the Top: Becoming a World-Class CIO

Gregory S. Smith

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You have what it takes to be a CIO. Do you have a strategy for getting there? Now you do.

"Gregory Smith has written the definitive work on how to achieve leadership success in IT. This well-written and carefully researched book is a must-read for any IT professional with aspirations toward the top IT spot. Years from now, seasoned IT leaders will be crediting Smith's book with playing a role in their success."

—Martha Heller, Managing Director, IT Leadership Practice, Z Resource Group, and cofounder, CIO Executive Council

"Wow! Put all the tips, advice, and strategies in this book to use now. The road to the top is rarely straight—follow Gregory's advice and the path will reveal itself to you!"

—John R. Sullivan, CIO, AARP

"While most professions have a distinct road map to the top, there is no standard career path to becoming a CIO. Smith addresses this unique challenge and provides aspiring CIOs with encouragement, advice, and essential skills based on years of his own and other CIOs' cumulative experience -- an important effort for the profession that Smith's fellow members in the CIO Executive Council embrace and applaud."

—Mark Hall, General Manager of the CIO Executive Council

"Teaching students what a CIO really does has been tough. We've had to choose between anecdotal treatments based on trade press articles and integrated academic frameworks that offer little in the way of lived experiences. Greg's book fixes that. By organizing interviews with leading technology executives, trade press reports, and his own experiences as a CIO, he provides an organized and comprehensive view of the job and its important role in modern organizations."

—Fred Collopy, PHD, Professor and Chair of Information Systems and Professor of Cognitive Science, Case Western Reserve University

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