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## *The Cio Paradox Battling The*

Through interviews with a wide array of successful CIOs, The CIO Paradox helps readers level the playing field for IT success and get one step closer to bringing maximum value to their companies. The book addresses four vantage points for CIOs to consider as they move toward improvement: their particular Role, their Stakeholders, their Organization, and their particular Industry.

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*The CIO Paradox: Battling the  
Contradictions of IT ...*

"The CIO Paradox" is a compendium of our colleagues' most valuable and sometimes painful lessons packaged up and told in a compelling and straightforward manner. Heller has distilled years of CIO experience into a pragmatic guide that not only helps CIOs everywhere to improve their game, but forces them to reflect on where they have been and, more importantly, where they should go next."

*CIO Paradox: Battling the Contradictions  
of It Leadership ...*

The CIO Paradox: Battling the Contradictions of IT Leadership by Martha Heller. With the help of a wide array of successful IT leaders, Martha Heller defines a set of contradictions that

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permeate the CIO role, and offers solid advice for breaking through them. Heller's book helps CEOs, HR pros, board members, and IT vendors understand the modern Chief Information Officer.

*The CIO Paradox by Martha Heller*

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Contradictions of IT Leadership. Heller,  
Martha, Johnson, Maryfran. Regardless of  
industry, most major companies are  
becoming technology companies. The

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successful management of information has become so critical to a company's goals, that in many ways, now is the age of the CIO. Yet IT executives are besieged by a host of contradictions: bad technology can bring a company to its knees, but corporate boards rarely employ CIOs; CIOs must keep costs down at the ...

## *The CIO Paradox: Battling the Contradictions of IT ...*

The CIO Paradox discusses the competing challenges of leading IT that make the job so challenging. It paints the picture of a true business leader who understands the business plus the table stakes of knowing how IT plays into the needs of the company. Found it a very informative and thought provoking read I would recommend to any leader in IT.

## *The CIO Paradox: Battling the*

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## *Contradictions of IT...*

These contradictions form what Martha Heller calls The CIO Paradox, a set of conflicting forces that are deeply embedded in governance, staffing, executive expectations, and even corporate culture. Heller, who has spent more than 12 years working with the CIO community, offers guidance to CIOs on how to attack, reverse, or neutralize the paradoxical elements of the CIO role.

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*The CIO Paradox: Battling the  
Contradictions of IT ...*

“In *The CIO Paradox*, Heller has her finger on the pulse of the major contradictions that plague the CIO role today, including being hired to be strategic, but spending most of our time being operational. Her recommendations on how to overcome major paradoxes offer concise and helpful advice to CIOs on becoming more successful in the role.”  
(Gregory S. Smith, CIO at an international firm, and author of *Straight to the Top: Becoming a World-Class CIO*)

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She is the author *The CIO Paradox:  
Battling the Contradictions of IT*

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Leadership and Be the Business: CIOs in the New Era of IT. To join the IT career conversation, subscribe to The Heller Report.

## *Leadership lessons from Accenture's CIO / CIO*

Martha Heller's book, *The CIO Paradox: Battling the Contradictions of IT Leadership*, will be published by Bibliomotion in October, 2012. Written by Martha Heller Martha Heller is CEO of Heller Search Associates and author of *Be the Business: CIOs in the New Era of IT*, and *The CIO Paradox: Battling the Contradictions of IT Leadership*.

## *Excerpt from The CIO Paradox: Battling the Contradictions ...*

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## *CIO Paradox: Battling the Contradictions of It Leadership ...*

(Robert B. Carter, EVP & CIO, FedEx Corporation) "Martha Heller has captured the essence of the exhilaration and the

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stress that come with being a CIO in the 21st century. In "The CIO Paradox", she has articulated the complex and critical set of issues that confront CIOs every day, in every enterprise, in a witty and constructive way. Having lived the CIO role over four different decades, I was able to relate to her paradoxes and her conclusions: that to be successful in this young and great ...

## *Buy CIO Paradox: Battling the Contradictions of It ...*

From her work with the CIO Best Practice Exchange and the CIO Executive Council and as an executive recruiter, where she talks to hundreds of CIOs and helps them build their teams, she concluded that there are a set of paradoxes – conflicting forces that are deeply embedded in governance, staffing, executive expectations, and even corporate culture.

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*Amazon.com: The CIO Paradox: Battling  
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The CIO Paradox: Battling the Contradictions of IT Leadership, published in late 2012, was written by Martha Heller. While the book is just over 6 years old, many of Heller's lessons regarding leadership are still relevant today.

## *5 Great IT Governance Books – BMC Blogs*

—Martha Heller, President, Heller Search Associates, and author of The CIO Paradox: Battling the Contradictions of IT Leadership “Every industry has been impacted by advances in technology. Whether you are a CIO, a VP of IT, or an executive outside of IT, it is critical to connect the dots between business strategy and IT strategy.

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