

**TOP
5
TRAITS
for CIOs**

What does a board want in their CIO?

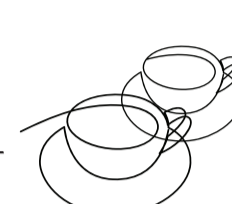
Strategic Vision

Your digital transformation is centred upon...

the organisation's differentiation and delivery of core products, services and promises

CIOs should present a clear vision for how technology can drive innovation, competitiveness, long-term growth and success.

Bottom line: CIOs are the connecting tissue between business and IT. *See the job as never done*, but as a series of successful evolving iterations. Think in 10-year horizons, envisioning where your business and the market will be, and then deliver the necessary initiatives.



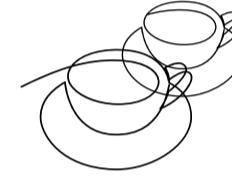
Business Acumen

Sit inside the business you wish to transform

Your digital journey is based upon knowing 'what is done and how it connects'

CIOs must show how technology investments drive business value, revenue growth, cost savings, and competitive advantage.

Bottom line: Focus on business levers: increasing revenue, quality, efficiency, SLAs, and innovation, while reducing costs, risks. A McKinsey report states "Clear articulation of tech investment impacts is essential for aligning IT projects with business goals and securing executive backing."



Risk Management

Your ability to consistently deliver will come from

Your ability to manage and mitigate risk

CIOs must be proactive in identifying potential risks, implementing robust security measures, and meeting regulatory requirements to protect organisational assets, reputation, and stakeholders.

Bottom line: You *don't hold* all the risk, but your function plays *a role in all risk* across the business. According to Gartner: organisations that integrate IT risk management into their overall risk management processes are 30% more likely to be effective in anticipating and mitigating risks.



After 30+ years of experience...

Boards seek CIOs who are business people first and foremost.

While technical specialisation counts, senior leadership unity, delivery and certainty matter more.



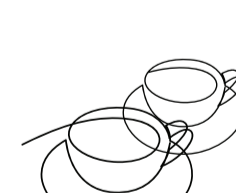
Innovation and Agility

The more you instil a sense of innovation

The more you enable your future options

CIOs lead a culture of innovation and agility within IT, encouraging experimentation, creativity, and continuous improvement.

Bottom line: IDEO (a global design firm) shows that diverse experiences and ideas drive innovation. Deloitte found 75% of organisations promoting cross-functional collaboration report higher innovation. By fostering IT collaboration with departments like marketing, finance, and operations, CIOs can drive solutions that align with business goals.



Communication and Influence

Become the C3PO of your business

Communicate in a way that translates to all

CIOs should possess strong communication and influencing skills to translate complex technical concepts into clear, compelling messages that resonate with non-technical audiences that inspire confidence.

Bottom line: Litmus test your initiatives by asking people what the initiative means to them. If it is all quiet, then you need to communicate more. And the golden rule of thumb is: **whatever you think, multiple this by 7 to 10 times.**



Like to delve into, dissect or draw on my experience over a coffee — let's set up a time...

