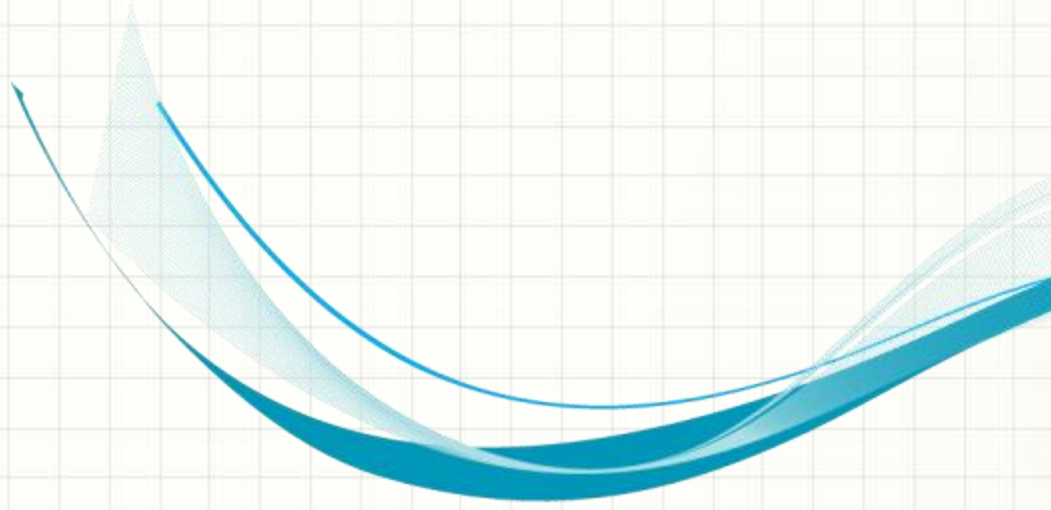# IT POLITICS
STORIES OR FACTS

Edwin Cabrera

NY SPIN

Dialogue

- Invitation to the Game

- Shared Language

- IT Politics- Your Customer

- IT Inter-Politics

- Conclusion

Invitation to the Game

Welcome to the greatest Game of all!

LIFE

Shared Language

- Integrity- state of being complete or undivided
- Authentic- real
- Commitment- a promise
- Never Ending Story- Interpretation of what happened
- Facts- What really happened

- Change- Alteration of something already in existence

- Transformation- Act of bringing forth or inventing/creating

- Choice- Have a "Say", be Accountable

- Decision- Reaction to or process information to decide

- The Human Mechanism

Who am I
Exercise 1

IT Politics
Your Customer

The Customer is Always Right!

Practical Exercises

- Enjoy your meetings
- Love your Customer
- Quiet the Human Mechanism
- Glass is half full
- Focus on listening
- Eye Contact
- "As I understand it"
- Commitments are met

IT Intra Politics

IT Relationships

- Software Engineers- System Administrators
- System Administrators- Network Engineers
- Security Engineers- Everybody else
- Project Manager- Everybody else

Choice
Accountability
Creation
Exercise 2