What is Unique about Us

Prem has very closely interacted with people and lived with them during the struggle of technological changes. He therefore knows their fears, discomforts, anxieties and frustrations particularly with respect to IT driven organizational change. Their fears of lack of IT knowledge are genuine, but there is a gap in what managers think they need to know of IT, and what they should actually know. Prem has compiled over the last decades just that what the managers should know about IT to be effective, and presents it in a language simple for them to grasp.

What makes this presentation unique compared to most of the IT seminars is his 'out-of-the-box' thinking and a knack to see what is not so obvious. This skill is amply demonstrated in his various articles and blogs. He has published articles on InfoTech management in the country's leading magazines. He has done a deep analysis of the psychology of change from the industrial revolution to the information revolution, and believes that there is need to change our thinking from machine age to the IT age.

Who Should Participate?

Participants can be CEOs, Entrepreneurs, CXOs, Business heads, Department Heads, Line Managers, etc. In other words, managerial staff cutting across all functions.

Whereas the program is useful for managers from all functions like Finance, Production, Materials, Procurement, HR, Admin, etc., it is equally useful for IT managers like CIOs, Sr. Mangers, Project Managers, Analysts, implementers, program managers and Trainers. While it is particularly useful for companies which are at an early stage of implementation, it will be useful also for those who have already implemented applications.

Prem Kamble
B.Tech (IIT B), MBA (IIM C)
Website: www.prem.cu.cc, http://pukamble.tripod.com
Blog: www.prem.cu.cc/blog
LinkedIn: www.linkedin.com/in/premkamble
Cell: +91 7411012442   *Email*: premkamble@gmail.com

Top Manager's Success Kit
for an Ever Changing World

By Prem Kamble
www.prem.cu.cc

About the Seminar

A manager has to continuously cope with an ever changing world. When single most driver of change today is IT, you as a top executive always felt that you should know technology. But you did not know where to start. You thought it was too technical and complex.

There is good news! You do not need to know technology to be IT-savvy. Sounds unbelievable? But it is true.

This seminar brings to you just the right inputs that you need to be successful in an ever changing world. It is based on a deep study of this technology and its impact on the behaviour of people.

> "*You as a top executive want to be tech-savvy, but do not know where to start. It all sounds so 'techy'. There is good news! What you need to know is not technology, but something you can easily grasp.*"

Computerisation is not all technology, it is a lot to do with people and management. So you can leave the technology to the IT folks and focus on what you CAN learn – that is, managing people and managing change. You will learn that you had all along been trying to be "IT Literate" whereas what you need to be is "IT Aware". And what is the difference between the two? This seminar covers that, and more of just what you need to be successful IT Aware Managers.

IT Awareness is a specialized skill required to manage IT Driven Change. There is something special about this technology that you need to know which unfortunately is not talked about in most IT courses or IT seminars. This is not very obvious and not often discussed as most seminars tend to focus too much on technology. You as managers need to know how people

react to this technology, what they do and do not understand about it, and most importantly, what they **misunderstand** about it.

This seminar will make you capable not only to face IT-Driven change, but be a catalyst for change.

Why this Seminar?

Benefits for You

This training benefits you personally – both in terms of your success in your company and your personal growth as a professional. Managers with IT awareness are in greater demand in the corporate world. There is already a great digital divide, Managers who are IT Aware and those who are not. Which side would you like to be on?

You will be able to better utilise technology without the frustrations and pains which most managers go through. You will be able to interact with the IT folks more intelligently and thereby use technology more effectively to your advantage.

Benefits for your Company

While it benefits you personally, it benefits your company too. Corporates are incurring heavy losses on account of failed implementations – leave alone the opportunity cost and productivity loss due to friction and frustration among senior managers.

Statistics place implementation failures to anything between 60% and 80%. The cost of average ERP implementation for an enterprise with about 250 users is around Rs. 25 million and the total cost of ownership around Rs. 45 million (Source: Aberdeen Group, August 2006). With cost of services having shot up, the cost today will be higher.

With average 70% failure rate, you know what to expect. Would you like to only blame it on the IT folks for this failure and wash your hands off or contribute actively and effectively to make it a success? After all success in

your field depends on how **you** can effectively use cutting edge technology to your advantage.

Why Us

Prem Kamble is a Computer Professional with MBA from IIM Calcutta and B.Tech. from IIT Bombay. He has passed Advanced Management course called "Energo Cybernetic Strategy" with flying colors from Germany. He has also attended self-development programs like Est, Forum, Advanced Course, SELP (Self Expression & Leadership Program), etc. organized by Landmark Education Foundation, USA which have helped him to develop a broader outlook and a different way of thinking.

He has successfully overseen technology transitions for over 25 years. During his career, he has been a keen student of Change Management, particularly the people and psychological issues of IT Management.

He has worked both as Software Delivery head in SEI Level 5 companies and as Head of Technology in manufacturing companies. As Head of IT in companies like Essar, Sutherland, Pidilite, Modi Rubber, etc. he has been extremely successful in developing and implementing computerized systems in the toughest of situations.

"There is a very subtle difference in the way we should look at computers. When we realize this distinction, there will be a marked difference in our comprehension of computers."

As Software Delivery Head in SEI Level 5 company, he created records of

- Delivering all projects on time
- Highest Repeat Orders
- Highest Resource Utilization

He started his career in IT and in less than five years was heading the IT function for a group of companies. His areas of interest are business and human aspects of Information Technology.