

THE NEW HIGH-TECH MANAGER

SIX RULES FOR SUCCESS
IN CHANGING TIMES



KENNETH DURHAM
BRUCE KENNEDY

New Hightech Manager Six Rules For Success In Changing Times

Robert S. Frey



New Hightech Manager Six Rules For Success In Changing Times:

Running the Successful Hi-tech Project Office Eduardo Miranda, 2003 Annotation This is the complete how to book on establishing the Project Office PO as a methodology for managing multiple development initiatives used by a wide variety of organizations It provides techniques templates and tools to help achieve maximum project control and top performance of dedicated persons and groups

Team Development for High-tech Project Managers James Williams, 2002 This unique volume is the first to go beyond the theory of team dynamics and project management to present real world applications The culmination of years of experience and research the book describes practical techniques for building successful high performance project teams using actual examples from high tech companies A concise guide for both new and experienced managers this valuable resource enables you to select the right projects for your organization reduce the time needed for team development and productive operation learn motivational and retention strategies for technical project personnel avoid project management pitfalls and inject quality into current and future projects The book examines the typical life cycle of team development and the general mechanics of team and project formation in today s project management setting It scrutinizes both successes and failures in nurturing and developing a team offering techniques and suggestions on building better teams in the future

The Requirements Engineering Handbook Ralph Rowland Young, 2004 Gathering customer requirements is a key activity for developing software that meets the customer s needs A concise and practical overview of everything a requirement s analyst needs to know about establishing customer requirements this first of its kind book is the perfect desk guide for systems or software development work The book enables professionals to identify the real customer requirements for their projects and control changes and additions to these requirements This unique resource helps practitioners understand the importance of requirements leverage effective requirements practices and better utilize resources The book also explains how to strengthen interpersonal relationships and communications which are major contributors to project effectiveness Moreover analysts find clear examples and checklists to help them implement best practices

From Engineer to Manager B. Michael Aucoin, 2002 If you are looking for a lively down to earth experience in the journey to innovative engineering management this is definitely the book for you The author s 20 plus year perspective indicates that while most engineers will spend the majority of their careers as managers most are dissatisfied with the transition Much of this frustration is the result of lack of preparation and training This book gives you a solid grounding in the critical attitudes and principles needed for success

The New High-tech Manager Kenneth Durham, Bruce Kennedy, 1997 This clearly written new book helps current and aspiring high technology executives get back to management basics and identifies the solid timeless leadership skills needed to successfully lead a business into the next century

Successful Proposal Strategies On-the-Go! Robert S. Frey, 2023-10-31 An invaluable compendium of up to date real world vignettes these detailed depictions are crafted from 35 years of thought leadership and hands on engagement in U S

Federal Government proposal development for support services contractors There is meaningful context built around each vignette allowing readers to see immediately how to apply the lessons learned The insights presented are applicable to small businesses and mid tier companies as well as global Fortune 50 corporations Written in a highly accessible style and accompanied by the author s own photographs On the Go delivers concise clear sighted observations and helpful business driven recommendations Topics are drawn from actual challenges and situations that organizations and their staff professionals face every proposal Across the spectrum of vignette topics attention is paid to multiple dimensions in and around proposal development human and organizational dynamics linking business decisions to proposal strengths building the proposal response proposal writing and more In addition coverage extends to academic and public sector grant proposals as well as international private sector tenders All the vignettes are easy to use and integrate into an organization s thinking and best practices because they are streamlined Importantly On the Go brings practical value to executive leadership business developers capture managers and proposal developers and managers along with technical and programmatic subject matter experts and knowledge managers

Planning and Design for High-tech Web-based Training David E. Stone, Constance L. Koskinen, 2002 This book addresses the planning and design of Web based training projects giving step by step directions for applying the framework of traditional instructional design to the demands of designing Web based training Case studies illustrate how language and cultural issues are addressed in courses focusing on both soft and technical skills Approaches and considerations for a variety of training scenarios are discussed The book is useful for senior training executives training managers and Web based training designers and developers Stone provides Web based training consulting services Koskinen is a manager of technical training in the private sector c Book News Inc

Electrical Product Compliance and Safety Engineering, Volume 2 Steli Loznen, Constantin Bolintineanu, 2021-09-30 This second volume of an Artech House bestseller presents an enhanced approach toward product compliance and safety engineering Written by experts in the field this new volume presents practical material useful for novice and advanced practitioners Safety aspects of product approvals energy management environmental concerns material science radiation hazardous location and global market access are explored Practical features related to global market access are presented including specific documentation and local labeling requirements as well as language used for safety instructions and user manuals Compliance and safety aspects of specific applications such as information technology equipment audio video multimedia medical household alarms systems luminaires including LED lamps and lamp control industrial machinery and semiconductor manufacturing are discussed Environmental attributes including temperature atmospheric pressure relative humidity vibration shock and packaging transportation and how they affect product safety are analyzed Information about testing environmental HALT and HASS is also provided focusing on the compliance of electrical products with dedicated environmental regulation Similarities and differences between ATEX and IECEx are defined Materials including metal corrosion adhesives insulation materials and

information about safety of hazardous materials are examined *Successful Proposal Strategies for Small Businesses: : Using Knowledge Management to Win Government, Private-Sector, and International Contracts, Sixth Edition* Robert S. Frey, 2012 Here s your one stop shop for winning new business The new Sixth Edition of this perennial bestseller updates and expands all previous editions making this volume the most exhaustive and definitive proposal strategy resource Directly applicable for businesses of all sizes *Successful Proposal Strategies* provides extensive and important context field proven approaches and in depth techniques for business success with the Federal Government the largest buyer of services and products in the world This popular book and its companion CD ROM are highly accessible self contained desktop references developed to be informative highly practical and easy to use Small companies with a viable service or product learn how to gain and keep a customer s attention even when working with only a few employees Offering a greatly expanded linkage of proposals to technical processes and directions the Sixth Edition includes a wealth of new material adding important chapters on cost building and price volume the criticality of business culture and investments in proposal success the proposal solution development process and developing key conceptual graphics CD ROM Included Features useful proposal templates in Adobe Acrobat platform independent format HTML pointers to Small Business Web Sites a comprehensive fully searchable listing Proposal and Contract Acronyms and a sample architecture for a knowledge base or proposal library

Successful Marketing Strategy for High-tech Firms Eric Viardot, 2004 Annotation This revised edition of the bestseller reflects the realities of the new high tech marketplace where effective marketing strategy counts as much as the latest technology New material includes case studies on how high tech giants came out of the tech market meltdown stronger and more competitive

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