

Reduce Silo Thinking to Achieve Digital and Business Transformation

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Digital Transformation Leaders and CIOs

- Close the gap between IT and the business.
- Improve the reputation of IT with the business, non-IT executives, and paying customers.
- Cross-Functional Projects: complete faster, reduce delays, decrease expense, and accelerate revenue (because you take silo thinking out of the equation and increase cross-functional thinking).

Relevant to:

- Digital and Business Transformation
- IT is Close to the Business
- IT Professional Development
- Culture of Collaboration and Innovation
- Collaboration Competencies
- Scale Agile, Lean Enterprise, and Baldrige Framework
- Systems Projects, Customer Experience Initiatives
- Cost of Silo Thinking Analysis
- Improving virtual meetings - click [here](#) for PMO Podcast Episode 5 - E05 (Henry Liebling)

Silo Thinking



Cross-Functional Thinking and Empathy



Goal



People Development for IT Professionals

Become great at cross-functional collaboration

- Gain business acumen knowledge, insight, and empathy about “other” departments and functional areas.
- Become business savvy and speak in business terms.
- Use active listening skills.
- Increase customer empathy.
- Applied learning. Practice.

Additional Services and Products

- H5 Consulting’s Transformation Model (Ten Components)
- Executive Services, Assessments, Workshops and Coaching, and Knowledge Base
- Silo Thinking Risk Management for Cross-Functional Teams
- Center of Excellence Forum for Innovation and Cross-Functional Collaboration

In the age of cross-functional collaboration

UNSILO THINKING is no longer a nice to have for Digital and Organizational Transformation.

To accelerate results and reduce costly delays, Unsilo Thinking is a MUST HAVE.

www.unsilothinking.com

3 min video 

Unsilothinking is needed for cross-functional projects and building cross-functional collaboration competencies.

What is Unsilo Thinking?

Unsilothinking combines your insights and business acumen about YOUR department or professional domain . . . with . . . insights and business acumen about OTHER departments or professional domains.



H5 Consulting can help you advance Unsilo Thinking with its practical approach. Based on proven results and experience.

Prepare People for Cross-Functional Success

Slash cost and time to develop courses and workshops

“Cross-Functional Business Acumen for IT Professionals”

Virtual Courses and Workshops

Pre-built content

- **21 Lessons**
- **Detailed Facilitator Guide 238 pages**
- **Participant Materials 75+ pages**
- **125 Slides**
- **17 Polling Questions**
- **17 Breakout Room Activities**
- **Self-Assessment**
- **Self-Reflection Exercises**
- **Pre-Course Exercise**
- **Course Evaluation**
- **Business Acumen for 11 Departments**

Lessons (partial list)

- **Keep our Paying Customers Happy**
- **Customer Empathy**
- **Trends, Digital Transformation, and Technology Impacting Your Company and Internal Customers**
- **Learn about Your Company**
- **Communications & Active Listening Skills**
- **Conduct Business Acumen Research on Depts.**
- **Personal Development**
- **Department Responsibilities and Activities**
- **Department Emerging Workforce Opportunities**
- **Discussion with a Customer**
- **IT Initiatives Communications**
- **Prepare for a Meeting with a non-IT Executive or Mgr.**

Ten Reasons To Purchase

Reduce Cost, Improve Performance, and Accelerate Transformation

1. Significantly reduce the cost and time it takes to develop courses and workshops
2. IT Professionals perform better in cross-functional situations and with non-IT executives
3. Reduce the cost of silo thinking and increase cross-functional thinking so that you Accelerate Digital and Business Transformation

Great Flexibility

4. Flexible approach – easily adapt this course to different audiences and for different purposes
5. Easily adapt this course to 1, 2, 3, and 4 day *courses* and 2-4 hour *workshops*

You can easily adapt H5 Consulting’s pre-built courses to:

6. Cross-Functional Teams (those that are struggling and those that are newly formed)
7. Different departments - marketing, finance, logistics, IT, sales, HR & L&D, operations, customer service, manufacturing, and legal
8. New Hire Training (IT and Non-IT)
9. Leadership Development
10. Big Umbrella course for Transformation Agents (10 to 100 people representing different job titles)

Here are several quotes that we use in our courses and workshops.

“The best cross-functional teams I’ve observed are those where you can’t tell who is in IT and who is in the business.”

Source: Dr. Behnam Tabrizi, Consulting Professor at Stanford University’s Department of Management Science and Engineering and Managing Director, Rapid Transformation, LLC. Used by permission.

“Digital transformation as a subject will never stop in banking; it will go on forever. We have to have more and more business savvy tech specialists around. We need people who have a strong capability in technology and understand the business as much as possible.”

Source: Dr. Michael Gorriz, Group CIO, Standard Chartered Bank

“The biggest challenge in IT is not finding candidates with deep technology skills. The biggest challenge is finding IT experts who can also speak in business terms.”

Source: Georgia Papatomas, Ph.D.
Former SVP and Group CIO, Johnson & Johnson Pharmaceutical. Used by permission.

Blended Collaboration

“A method that assembles people with diverse skills, backgrounds, abilities, and experiences to address an issue by weaving together a new solution using the best parts of everyone’s input.”

Source: Allan Austin and Henry Liebling
Co-Facilitators, The Collaboration Forum. Used by permission.

Thank you for your interest.