

Financial Intelligence for IT Professionals

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**WHAT YOU REALLY
NEED TO KNOW
ABOUT THE NUMBERS**

Karen Berman + Joe Knight *with John Case*

HARVARD BUSINESS PRESS

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As an IT manager, you're expected to make key decisions and recommend major investments. And that means understanding your decisions' financial impact on your company. But if you're like many information technology practitioners, you may feel uncomfortable incorporating the financials into your day-to-day work.

Using the groundbreaking formula they introduced in their book *Financial Intelligence: A Manager's Guide to Knowing What the Numbers Really Mean*, Karen Berman and Joe Knight present the essentials of finance specifically for IT experts.

Drawing on their work training tens of thousands of managers and employees at leading organizations worldwide, the authors illuminate the basics of financial management and measurement and provide hands-on activities for practicing what you are reading. You'll discover:

Why the assumptions behind financial data matter

What your company's income statement, balance sheet, and cash flow statement reveal

How to use ratios to assess your company's financial health

How to calculate return on IT investments

Ways to use financial information to support your company's business units and do your own job better

How to instill financial intelligence throughout your team

Authoritative and accessible, *Financial Intelligence for IT Professionals* empowers you to "talk numbers" confidently with your boss, colleagues, and direct reports -- and understand how the financials affect your part of the business.

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