THE HIGH-PERFORMING TECHNOLOGY PROFESSIONAL

Empowering Technology Professionals with the Skills and Strategies Needed to Positively Impact Business Performance

illuminaiit

Virtual Workshop

OVERVIEW

A modern IT organization thrives when highly connected and integrated with its business partners. When properly trained, technology management and staff become highly influential members of an organization. But to get there, technology organizations must put aside traditional thinking and training and embrace new skills, strategies, and approaches that are more business-focused and human-centered.

Becoming an impactful technology leader requires more than just technical knowledge – it is an art form that takes time and practice to master. Learning the science behind the role is helpful; learning the art is invaluable.

This workshop teaches participants how to master the art of becoming a business-focused technology professional using a combination of classroom and experiential learning led by an instructor with deep expertise in building impactful IT organizations and developing top technology leaders.

THE HIGH-PERFORMING TECHNOLOGY PROFESSIONAL

The High-Performing Technology Professional Workshop empowers all Technology staff – executives, team leads, technical experts – with the skills, strategies, and mindset needed to excel in a business environment.

The workshop enables technology professionals to combine technology knowledge with key business skills to make a significant impact on their organization and be recognized as leading contributors to its success.

This is an experiential workshop where participants learn how to apply what is taught using real-life scenarios. They don't just learn what to do; they practice how to do it to develop a deeper understanding of how it is applied to achieve maximum benefit.

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Strategic IT Brilliance
(minus the overhead)

CURRICULUM
The High-Performing Technology Professional workshop curriculum is delivered in two sessions, held over two days for in-person classes and three days virtually.

Day 1 – The DNA of a High-Performing Technology Professional

- What "High-Performance" looks like
- The ingredients needed to build credibility with business partners
- Key characteristics deployed by high-performers and how they are used to drive meaningful relationships and successful outcomes
- Critical competencies around human connection, understanding sources of power and influence, thought leadership, and driving/delivering results
- The difference between "Good" and "Great" to drive excellence in Technology
- The different roles Technology professionals can play to increase effectiveness when interacting with business partners

Day 2 – Developing Meaningful Relationships

- Mastering the human aspect of relationships
- The three stages of effective relationship-building
- Developing your "inward" and "outward" views to enhance your ability to connect with key stakeholders
- The power of empathy and values and how to use them to form meaningful relationships with business partners
- Effectively engaging with stakeholders and colleagues
- How to work with business partners so they see you as part of their team, not as a technical resource or member of another organization

Day 3 – Critical Skills for High-Performing Technology Professional

- An immersive review of the critical skills vital to high-performing Technology professionals
- How to effectively allocate time to those areas most important to making an impact
- Identifying, managing, and evolving relationships with key stakeholders
- The importance of setting and managing proper expectations to provide clarity and commitment and build trust with business partners
- Using communications and storytelling to inform, influence, and connect
- The power of Executive Presence in providing forward-thinking leadership to help business partners meet their strategic goals

Day 4 – Making an Impact

- How to positively affect results, increase effectiveness, and inspire growth
- Influencing business-partner strategies; aligning Technology investments with business-partner direction
- Providing valuable insights to business partners to help empower improved planning and decision-making
- Key methods used to drive growth, innovation, and efficiency throughout the organization

What Attendees Learn

- Critical professional development skills for business-focused Technology professionals

- Key characteristics of high performers

- How to build meaningful relationships with business partners and colleagues

- The importance of the "human factor" in relationships

- Valuable skills to manage time, stakeholders, and expectations

- The power of storytelling – how to communicate effectively and influentially

- How to positively impact business partner plans and operations

- Methods to influence Technology strategies and investments to empower business partners to meet their goals

- Approaches to empower business partners with actionable and insightful information

- How to drive innovation with business partners

Who Should Attend?

Any technology professional or leader in a "business-facing" role. This includes IT leadership, product owners, technical experts, project managers, business analysts, technology managers, service desk professionals, enterprise architects, and others who may interact with or design solutions for business partners in your organization.

All participants who complete the class are awarded the High-Performing Technology Professional Credential from the Barkley Consulting Group

At Illuminaiit, we don't just teach high performance, we model it!

Our work starts where traditional training ends: with the real challenges technology professionals face when navigating complexity, aligning stakeholders, and delivering impact in a fast-moving, high-demand environment.

We bring a grounded, proven approach to developing IT leaders—not with theory, but with tools that work in the room when it matters. Our programs are built from real experience, guided by design thinking, and shaped by what organizations actually need: people who can lead through influence, show up with presence, and drive outcomes that matter.

What sets us apart is how we partner. We don't drop content and walk away. We build long-term capability, helping organizations grow resilient teams, strong communicators, and trusted technology professionals who can lead now and adapt next.

If you're serious about changing how your teams lead, perform, and collaborate—Illuminaiit is your partner.

Are you ready to become the high-performing leader your organization needs?

For more information or to get started, reach out to: **info@illuminaiit.com**