



Mile High Chapter

October 18th 2012
5:00 PM to 8:20 PM

Top floor of the Hotel VQ
(formerly Red Lion Downtown)
1975 Mile High Stadium Circle
Denver, Co 80204

Reserve your seat by October
15th at www.aitpmilehigh.org

Fees
\$25 Student members
\$29 AITP and RMIMA members
\$39 All others

Schedule
5:00 Meet and network with the
presenters
6:00 ***Becoming a Consultant: An
interactive discussion***
6:45 Dinner (vegetarian on
request)
7:05 Business Meeting
7:15 ***Crucial Conversations:
Tools for talking when the
stakes are high*** keynote
8:15 Prize drawing



No matter how sophisticated the technology, it still takes people!™

Mile High Chapter of the AITP, a
501(c)(6) nonprofit professional
association dedicated to continuing
ethical career development of IT
professionals from the classroom to the
boardroom.

Join us on October 18th for two presentations:

1 – Crucial Conversations: Tools for talking when the stakes are high

Whenever you're not getting the results you're looking for, it's likely a crucial conversation is keeping you stuck. Whether it's a problem with poor quality, slow time-to-market, declining customer satisfaction, or a strained relationship—whatever the issue—if you can't talk honestly with nearly anybody about almost anything, you can expect poor results.

What Is a Crucial Conversation? It is a discussion between two or more people where the stakes are high, opinions vary, and emotions run strong. Crucial Conversations teaches participants how to: Speak persuasively, not abrasively; foster teamwork and better decision making; build acceptance rather than resistance; resolve individual and group disagreements.



Come learn more about Crucial Conversations with Sverrir Ragnarsson of Executive Forum. Sverrir is a senior consultant and master trainer teaching the skills of Crucial Conversations and Influencer. Sverrir is an experienced trainer working with Microsoft Worldwide on several training initiatives. Sverrir has been training and delivering skills for over 10 years to different organizations specializing in software and manufacturing.

2 – Becoming a Consultant: An interactive discussion

Researchers at Gartner believe the need for IT consultancy services will remain high in the near future, and that Global IT services spending is expected to rise to \$864 billion in 2012. During up or down cycles in the economy companies turn to consulting services to maintain their edge in the market place. Do you have the skills and abilities to become a consultant?

This workshop will address the aspects of being a successful consultant: contractors and consultants, what's the difference; making the decision to go into consulting - plan before you start; pros and cons of the consulting business; be your own boss - working as an independent consultant; best practices for successful engagements; client care - your most valued asset; finding new engagements.



Larry Krupicka, CCP, CSP has 40 years of experience in Information Technology with over 20 years working as a salaried and independent IT consultant and currently is managing partner of Purple Sentry Consulting LLC. Past employers and clients include: Cap Gemini Consulting, IBM, US West, Qwest communications, Time Warner Communications, TWA & Northwest Airlines reservation systems and Dex Media.