



# Get It Done!: A Blueprint for Business Execution

*Ralph Welborn, Vince Kasten*

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Praise for Get It Done!

"A challenge businesses always face is how to get more value out of their IT organization. Another is how to infuse business with technology so that both the business and the technology people appreciate their differences as they deliver on their commitments-to each other. Get It Done! is a superb book that shows businesses how to tackle, and meet, both challenges."

--Dave Sanders, Chairman, Information Technology Association of America, and President, Commercial Solutions of Perot Systems

"Welborn and Kasten have again hit the mark by providing significant thought leadership on the aspects of effective organizational execution...[Get It Done!]addresses this issue by providing the reader with knowledge on how to make sense of and take action on what the organization has to get done and how to do so-a must-read book for senior executives!"

--Dr. Kenneth E. Nidiffer, Fellow, Systems and Software Consortium

"A gap often exists between what executives require and reality on the ground. Welborn and Kasten demonstrate how to bridge this gap in a surprisingly nonthreatening and effective way. While many books have talked about the need to create a culture of execution, Get It Done! Shows pragmatically how to make such a culture real."

--Pat Schambach, former CIO, Transportation Security Administration

"[Welborn and Kasten] tackle the issue of execution for differently than do many others-in a powerful way that cuts through so much of the noise around execution, providing insight on why it's so hard to get stuff done and usable steps of doing so. Get It Done! is as provocative to read as it is necessary to use."

--Dominick Cavuoto, President, Global Financial Services, Unisys Corporation

"This book is extremely useful to anyone who has to get things done-management and line people, technologists and project managers, and yes, executives and other corporate staff. Simply put, read this book!"

--Trevor Davis, Chief Implementation Officer, UISL, a Business Process Utility

"[Welborn and Kasten's] pragmatic focus cuts through the high-level boilerplate discussion and provides tangible insights, lessons, tools, and methods for 'getting done what needs to be done' and, by doing so, helps to strengthen your capabilities to meet the uncertainty we all face."

--Dan Wollenberg, Senior Vice President, Huntington Bank

"If you think execution and results are what it's all about, this book is a must-read!"

--Joseph Plumeri, Chairman and CEO, Willis Group Holdings Ltd.

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