

## Leading the IoT Revolution

### Course Summary

#### Description

This IoT Revolution workshop teaches every executive and manager how they can join the IOT revolution and transform their company.

The workshop intentionally avoids going too deep into technology; however, it contains a number of labs and team exercises. As a result, the attendants will better understand the IoT: what it is, why it is unavoidable, what payback and business opportunities it offers to companies who embrace it first. Most importantly, the participants will acquire the practical skills of IoT thinking essential for today's leaders.

- Participants will
  - Cooperatively develop the IoT vision for their company
  - Outline solutions
  - Deal with risks and human factors
- Execute the promised payback
- Instructor will do the demos where applicable
- Zero Install: There is no need to install software on students' laptop

#### Topics

- Secure and Transformative IoT
- The essence of IoT: change and transformation
- IoT is real!
- IoT business value proposition
- Four fast steps to an assured IoT payback
- Making IoT work for your organization
- Bringing IoT into your organization
- IoT under the hood
- Now, all together
- Haves and have-nots •Winners and losers

#### Audience

This course is designed for executives, managers, project leads, architects, and developers.

#### Prerequisites

Students should have a keen interest in IoT, and knowledge of either the business vertical or of the enabling technologies.

#### Duration

One day

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### Course Outline

- I. Secure and Transformative IoT**
  - A. IoT and business survival
  - B. Revolutionary economic opportunity
  - C. Why now? – Three driving trends
  - D. Key obstacles
  - E. What is covered further in the workshop and what do the labs do for you
- II. The essence of IoT: change and transformation**
  - A. Change is constant
  - B. IoT concepts and elements
  - C. What is digital adoption
  - D. Lab: predict change
- III. IoT is real!**
  - A. Opportunities and growth
  - B. IoT growth and ecosystem
  - C. IoT is the new way of collaboration
  - D. Lab: design collaboration
- IV. IoT business value proposition**
  - A. Payback and business value
  - B. IoT cost justification
  - C. Lab: finding your data everywhere
- V. Four fast steps to an assured IoT payback**
  - A. Starting your first IoT project
  - B. Aspirational payback
  - C. Lab: your first winning IoT project
- VI. Making IoT work for your organization**
  - A. More workers, different workers
  - B. IoT careers and you, the IoT visionary
  - C. Lab: HR role playing
- VII. Bringing IoT into your organization**
  - A. Change is the new status quo
  - B. Golden opportunities
  - C. Co-economy
  - D. Leading the change
  - E. Lab: planning your company's IoT for the next ten years
- VIII. IoT under the hood**
  - A. New security with IoT
  - B. Security as your IoT foundation
  - C. Lab: cops and robbers
- IX. Now, all together**
  - X. Standards – why?
    - A. IoT frameworks
    - B. Business-relevant IoT activities
- XI. Haves and have-nots ◦Winners and losers**
  - A. Time of innovation and disruption
  - B. IoT and co-economy
  - C. Uncharted but unavoidable