

October 2003

51 Issue 10



AITP PITTSBURGH HIGHLIGHTS



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R U Test Man Savvy - Covering Both Voice & Data

From Verizon Wireless
with Danielle Zemlicka and training staff



Place: International Academy of Design & Technology
(IADT)

555 Grant Street, Pittsburgh, PA 15219
in the Omni Hotel (Formerly William Penn)
5th Floor - Room 573

Date: October 21, 2003 (Tuesday)

Time: 5:30 p.m.

Hosted by: IADT - Pittsburgh Student Chapter

AITP – Pittsburgh Chapter Board of Directors – 2003

Position	Name	Company	Phone	Fax	Email
President	Dennis J. Coglianesse	Infinity Technology Services, Inc	(412) 825-7110 x105	(412) 825-7130	Dennis.Coglianesse@its-infinity.com
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Secretary	George Ilkka	Retired	(412) 487-2724		Secretary@aitp-pgh.org
Past President	Patricia McMurray	ICM School of Business	(412) 261-4644	(412) 261-6491	Pmcmurray@icmschool.com
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Special Events	Vijay Shah	Primetech Systems, Inc.	(412) 920-6500	(412) 920-6335	Vshah@psiamerica.com
Webmaster and Electronic Communication	Harvey Schoenman	PNC Bank	(412) 762-5039		Hschoenman@adelphia.net
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The Newsletter is the official publication of the AITP Pittsburgh Chapter. It is published eleven times a year at Pittsburgh, PA as a benefit of membership, to announce the General Meetings, and to provide information of local interest to our members. It is circulated free-of-charge to our AITP members. We welcome contributions by members and non-members. Unless otherwise requested, articles are subject to editing. Send your documents to Dennis Coglianesse FAX 412-825-7130, Internet Dennis.Coglianesse@its-infinity.com Our address is Pittsburgh Chapter– AITP, P.O. Box 2004, Pittsburgh, PA 15230.

The submission deadline for articles to be published is the 3rd Friday of the month. Board meetings are held on the second Tuesday of each month. Contact Patricia McMurray for more information.

Advertisers are being accepted for the year 2003. Business Card—\$20 per month; Quarter Page—\$30 per month; Half Page - \$40 per month; Full Page - \$60 per month. Six months or more of continuous advertising costs only 5 months. Contact Dennis Coglianesse at 412-316-7110 ext 105 for more information. We distribute the newsletter monthly to an influential group of 150+ career information systems and technology professionals. Many of us pass copies of it to our colleagues, providing a particularly high value for your advertising dollar.

PRESIDENT'S MESSAGE

by Dennis Coglianesse



Our joint meeting with the Pittsburgh Technology Council went very well. I personally thought we had one of the best speakers presenting on a very relevant topic. I say this because 3 days before the event, CNN.com had an article entitled “The Holy Grail of Machine Talk”, all about Web Services and how they are the latest technology.

We try really hard to have relevant presentations for our members. We certainly think we should continue that, but I am concerned about the attendance we get at these events. We had hoped that by providing more time for our speakers, we would get better presentations, which in turn would make our members want to attend our meetings. Well, our speakers are giving us the material, but we have not seen an increase in attendance.

This is not about being critical of people for not coming to meetings. It is about the BOD being able to understand what our membership wants from the organization.

When I first started attending dinner meetings, we had 50-75 attendees and had both a Student Chapter Workshop and a Member workshop during the social hour. These were always well attended. Now, we are averaging 20 or less attendees, counting the BOD.

The BOD is working very hard to keep AITP of value to our members. We have felt that putting together relevant presentations on a regular basis was important to you. Perhaps, we are wrong.

I'd like to hear from you about what you want from your membership in AITP. We have 60 plus members, most of which continue to renew their membership without coming to a dinner meeting. I want to be sure that we are giving you all chance to get what you want out of this organization.

If dinner meetings don't get you excited, tell us what does. If you think all of our events are meaningless, tell us what you would like to hear about. If you are happy just to say you are an AITP member, tell us.

Please e-mail me at Dennis.Coglianesse@its-infinity.com. Tell me what you think, even if it's critical. I saw a sign that said “If I helped you, tell a friend. If I didn't help you, tell me.”

I promise that you will be heard

R U Test Man Savvy
Event Registration
October 21, 2003
International Academy of Design and Technology
555 Grant St
Room 573
Pittsburgh, PA

5:30 PM - 6:30 PM **Registration, Buffet Dinner and Networking**
6:30 PM - 8:30 PM **Presentation**

	Price	Pre-Register	At Door
Members		\$ 24.00	\$ 29.00
Guests		\$ 27.00	\$ 32.00
Students		\$ 20.00	\$ 20.00

***** **Make checks payable to** *****
AITP, Pittsburgh Chapter

***** **Mail checks and this Registration Form to** *****
Mike Fuson, Excalibur Data Systems
115 Sagamore Hill Road
Pittsburgh, PA 15239
(724) 387-1331

***** **Must be received by October 17, 2003 for Pre-Register Price** *****
***** **Email Registration for Members Only** *****

You may register on the web by visiting <http://www.aitp-pgh.org/register.htm>
or via email by sending your confirmation to:

register@aitp-pgh.org

Please be sure to include the number of attendees, names,
company names, phone numbers and email addresses.

Please note: *When registering via email, we treat it as a confirmed registration. As such, if you do not cancel your reservation by October 17, 2003 you will be billed for the meeting.*

Name _____

Company _____

Address _____

City _____

State _____ Zip Code _____

Phone Number _____

Email _____

Decisions, Decisions, Decisions

Making decisions and setting boundaries is an important part of managing time and a critical skill to use when making changes that will help you regain balance between work and personal life. How do you feel about decision-making? Are you comfortable or does the thought of making decisions stop you dead in your tracks? Whether large or small, decisions need to be made on a regular basis. Delay can often intensify or increase the seriousness of the situation.

THINGS YOU CAN DO TO PREVENT INDECISION.

1. Evaluate the risk. Ask "What is the worst that can happen if I decide a certain way?" If the worst is very bad, do not dwell on it. Spend more time researching alternatives and then make a decision. Remember, even bad outcomes can be learning experiences.

2. Make decisions with your goals in mind. Evaluate the situation in light of your goals.

3. Use Ben Franklin's strategy for decision making. Write down all the reasons for a particular decision. Then write down all your reasons against it. Compare the pros and cons and make your choice. Consider assigning a weight to each pro and con, with 10 being the most important and one being the least. After scoring, make a list of possibilities for solving the cons, problems or challenges you identified.

4. Make decisions in a timely manner. Recognize the greater unpleasantness, work, money, time and stress that results from delay.

5. Learn when to stop gathering facts. Gather enough information to make a sound decision not all of the possible information.

**Association of
Information Technology
Professionals**

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FIRST CLASS MAIL - DATED MATERIAL



**AITP—Pittsburgh
Chapter**

**We're on the Web
www.aitp-pgh.org**

Mailroom: Please REROUTE if necessary. This important announcement, if not properly addressed, should go to the division responsible for data processing or systems development.

ABOUT AITP

AITP offers direct contact with other professionals in the field through regular meetings on a local level. Sharing in the benefits of new ideas and experiences that can be acquired in no other way. AITP means belonging to a group of like-minded individuals joined together for the purpose of advancing their knowledge and skills, their careers and their profession.

Pittsburgh AITP is involved in activities and programs of all types. Members can contribute to program development and execution as well as participate in all membership activities. We present programs to the public, as well as, specialized workshops for our members. AITP is also actively involved in many charitable ventures including : The Pittsburgh Food Bank, Children's Hospital Free Care.

Membership in the Pittsburgh Chapter of AITP provides you with an excellent opportunity to meet new friends in the data processing community. Many new contacts can be made to enhance your career.