

EHOBOK

## The Exhibition Hall Optimizer Body of Knowledge



# Exhibition Hall Planning Worksheet

What is your organisation in the market for, in ITSM technology, training, or consulting? What are the budgeted funds for each of them? Well go find out then! Ask the projects.

### Technology

e.g. remote control of desktops \$300k

### Training

e.g. ITIL Foundations for 3500 people \$2k

### Consulting

e.g. a roadmap for implementing a service catalogue \$20k

What are your boss's Key Performance Indicators? What have they committed to deliver?

What are your organisation's strategic goals for this year? What are the IT departments goals?

What issues exist where a business case could be found for a good solution?

e.g. difficulty getting the CAB together

hard to analyse faults in the network

I know I know. Way too many to list. Spend time familiarising yourself so they are back of mind when you walk round the Exhibit Hall.

What swag do you need?

e.g. a new foam pink elephant to draw on and poke full of holes

What would be really neat and look good on your CV?

e.g. CMDB