

RECENT PUBLICATIONS – Denise P. Kalm

CMG Publications (Published and presented at the International Conference)

2014 – Vaulting Over Career Speedbumps

2013 – The 7 Deadly Sins of Technical Presentations and How to Overcome Them

2012 - Fear & Loathing in Automation Land – Capacity and Performance Planning in the 21st Century

2012 – Becoming an Intrapreneur – keynote presentation

2011 – Working Kalmly – a Grab Bag of Performance Tips 2010 – 10 Completely Obvious Tuning Tips

2009 –The 7 Practices of the Highly Effective Capacity Planner

2008 –A Kalm Approach to Capacity Planning – Road Rules

2007 –The Service Oriented Organization – People, Politics and Pitfalls

2006 –The Minimum Daily Adult

2005 - Survivor – The Corporate Jungle

2004 - Perception is Reality – the Psychology of Performance Management

2003 - Men are from Mars, Women are From Venus, Web Services are from Betelgeuse with co-author Annie Shum

2002 - The Stork Correlation: Use & Abuse of Statistics in Capacity Planning

2001 - Jumpstart Your Performance Career Using Analytic Modeling

2000 - End User Performance Tuning

SHARE Presentations (some of the above were also presented here)
Interviewing Secrets

Skills for Successful Business Presentations

Keep it, Change it, Love it – a Guide to Career Reinvention

Meeting Magic

How to Speak & Present Like a Toastmaster

Discovering the Leader in Yourself

Good Outsourcer, Bad Contract

Is Anyone Out There? Speaking to a Remote Audience

Reinvent Your Job

Step Right Up - Taking Your Presentations Skills to the Next Level

Other Major Publications

[Data Supply Chain Management](#) (ghosted) – February 2014

[More Effective Application Modernization with BPM – March, 2014](#)

[Forecast: Cloudy, with a Mobile Front Moving In - Weathering Application Challenges](#) – Mar 2013

[Technical Debt - What is it Costing Your Company?](#) – April 2013

The Power of Analytics – Better Information Makes Workload Automation Work Better for You – April 2013

The Expertise Cloud – Dec/Jan 2013 Enterprise Executive

Becoming an Outlier: How to Achieve Success on the Mainframe

The Designed Alliance: A New Mentoring Model for Mainframers

Cloud Perspectives: The Inclusive Cloud

Making Continuing Education Part of Your Career Plan

IT Insight: The Mainframe in the Cloud

How End-User Information Can Enable More Proactive Service-Level Management

Overcoming Complacency: The High Cost of No Decision

The Service-Oriented Organization: People, Politics & Pitfalls

Optimizing “Reel” Value: Best Practices for Tape Resource Management in Today’s Mainframe Environments *

The New Color of ITIL: Green *

Network and Systems Management: Bulldozing the Mountain of Complexity *

Maintaining Critical Services in a Dynamic World *

ITIL v3 and the Continual Service Improvement Model: A Strategy for Optimizing Value *¹

Blog Posts (Optimize IT Community on:
<https://communities.bmc.com/people/dkalm/content>

Capacity Management Meets Top Chef

Management by Information Week

Buried in Data – Getting Our Heads Out of the Sand In Performance

Capacity Concerns in a SaaS and Cloud World – a Conversation

Everything I know about Automation I Learned From My Sous Vide Supreme

Diving Into The Cloud

Cloudy With A Guarantee of Fast Disaster Recovery – an Interview

Plan and Provision Like an Alaskan

¹ * Written with a co-author

Squeezing the Last Drop From Your Dollars
Thankless No More – The Evolving Job of the Performance Analyst
Christmas on Steroids – What We can Learn About Our Careers From This
Time of Year
Investing in Yourself – The Importance of Conference Attendance
Stomach Capacity Planning – The Thanksgiving Challenge
Mise en Place for Cloud – Cloud

Measure IT Articles (www.cmg.org/measureit) – see bibliography online

The Nest Egg
The Layoff Checklist
The Invisible Man (or Woman)
A Review You Can Use
Best Foot Forward
Silence is Golden
Where Are They Now? - Measure IT Catches Up with Steve Samson, 2006
Michelson Award Winner
Influence, Not Authority - The Science of Office Politics
Regional Meetings - When CMG National Is Out of Reach
Seven Reasons Why CMG Makes More Sense than a One-Week Training Class
"The Secret" at Work
The Savvy Conference Goer's Guide
Where are They Now? - Measure IT Catches Up with Matt Bressler, Former
President of NCACMG
Guarding Your Brand
Getting to Know Entrepreneur, Peter Enrico, CEO, EPS Strategies
How Not to Get the Job
How's Your Network
Practice Makes Perfect
Make It Work
The Quick Fix
The 10% Solution
The School of Life
Finding Your Purpose...In Everything
Remote, But Not Forgotten · Working from Home Successfully
Reinvent Your Job
Do You Feel Lucky?
Getting to Know the 2007 Mullen Award Winner, Michael Salsburg
Email - Your Face In The World
Adrian Cockcroft, D. E. - Michelson Award Winner 2007
My Resume is Ready - Now What?

My Resume Is Ready - Now What? - Part 2
Remember your First Time? - Mentoring for CMG 2008
The Power of WIIFM
Meeting Tuli Nivas - A Sublime First Time
In a Rut? Start Digging
Getting to Know the 2005 Mullen Award Winner, Bob Chaney
Exploiting Chaos - How Disruption Can Benefit You
Marketing Your Most Important Product - You
Getting to Know Mullen Award Winner, Frank Berezney
What Is Your Brand?
Write It, Then Book It - The Best Way to Get Your Boss to Send You to CMG
Write a Paper!
Mentor an Author
Catching Up With Steve Samson - The CMG 2006 A. A. Michelson Award
Winner
6 Myths of Batch Performance
Meeting Our 2005 A. A. Michelson Award Winner Mark B. Friedman
What Capacity Planners Should Know About Enterprise Job Scheduling -
What's in it for me?
Catching Up With Adrian Cockcroft, Distinguished Engineer At eBay, Inc.
Catching Up With John Tyrrell - EMC Technical Architect and SNIA Enterprise
Storage Resource Management Chair
Casual Day with Jeff Buzen
Casual Day with Greg Caliri
Coming To America - Meeting Mark Basalla
Constructive GRIPEing - Getting Through a Layoff
Make it Work
Net Work
What's Next?
Show Me the Money
Face-Time
The Short-Timer
Knowing How to Say No
Maintaining Your Infrastructure
Stressed
SOAR With Your Strengths

Other Publications

Numerous article and short story publications – clips available on request

Lifestorm – a novel, **ISBN-13:** 978-0759675803, <http://amzn.to/HOKQI4>

Career Savvy – Keeping & Transforming Your Job – ISBN-9781479344338 <http://tinyurl.com/bfkszb4> available in paper and e-book

Tech Grief – Survive and Thrive Through Career Losses – with Linda Donovan – ISBN- 978-1493573738 <http://tinyurl.com/lryu9ga>