
Case Studies for Harvard Business School



What Is a Case?

A case is a description of a management situation. Most cases range in length from two to twenty-five pages of text and exhibits; the latter often present quantitative material. So-called field cases are largely based on data provided by the organization that is the focus of the case. Library cases are drawn from published material in the public domain. A case is not written to illustrate correct or incorrect handling of an administrative situation, nor is there an editorial bias that implies a particular conclusion.

A chronological series of cases based on a single organization is sometimes used to expose the student to an organization's cumulative experience with a situation.

How Are Cases Used?

Cases are used for class discussion in a variety of educational programs. At the Harvard Business School, these include short programs for executives as well as the two-year program leading to the degree of Master of Business Administration (MBA). The cases offer students experience in dealing with complex, realistic situations. The emphasis is on decision making. In most courses, the cases are arranged so that a conceptual structure is built up during the course. Cases are often

supplemented with readings and short lectures.

In the MBA program, the student most often has three cases to prepare every day, each for a different course. A case usually is discussed for one class session.

Many cases developed by Harvard Business School are available to other educational institutions through the HBS Publishing Division.

How Are Cases Developed?

Each faculty member responsible for a course typically has a group of issues or situations for which cases are needed. Cases are often developed in response to these explicit needs. At other times, organizations suggest particularly interesting situations to faculty members.

Who Writes the Cases?

Faculty, research assistants, and—occasionally—students may be involved in casewriting. Research assistants and students work under the close supervision of members of the faculty.

In general, extensive writing, editing, or revising by the host organization does not aid case development. These responsibilities are most satisfactorily performed by people outside of the firm.

Who Pays the Expenses?

Harvard Business School commonly pays the direct expenses of case development. There are exceptions, however, and certain casewriting ventures are underwritten by an association or an individual firm.

What Is Expected of the Host Organization?

A case cannot be used until it is formally approved by the host organization. An initial discussion between the faculty supervisor and the host organization establishes the preliminary scope of the case. This understanding may be confirmed in a written summary or outline. An agreement to continue with the project signifies the organization's willingness to provide information relevant to the situation and important to the decision makers involved in the situation. Such information is crucial to the development of an effective teaching vehicle.

The initial agreement also affirms the organization's general willingness to approve Harvard's use of a case of the nature and scope discussed. If there is real doubt about the likelihood of approval, it is usually better to call a halt to the venture rather than to risk the development of an unapproved case and the consequent loss of substantial time and money.

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Strategic Management Jeffrey H. Dyer, Paul C. Godfrey, Robert J. Jensen, David J. Bryce, 2023 Strategic Management delivers an insightful clear concise introduction to strategy management concepts and links these concepts to the skills and knowledge students need to be successful in the professional world Written in an accessible Harvard Business Review style with lots of practical examples and strategy tools the book engages students with an easy to understand learning experience to strategic management concepts This International Adaptation sparks ideas fuels creative thinking and discussion while engaging students via contemporary examples outstanding author produced cases and much more Every chapter now includes new questions to help readers test their understanding of the subject There are also new Mini Cases and Strategy in Practice vignettes that are contemporary and more relevant to the global scenario **HBR's Year in Business and**

Technology: 2021 (2 Books) Harvard Business Review, 2020-10-20 The biggest technology and management ideas of the year all in one place This collection of the top ideas insights and best practices from the past year of Harvard Business Review will keep you up to date on the most cutting edge influential thinking driving business today The two book set brings together HBR's 10 Must Reads 2021 and The Year in Tech 2021 The Insights You Need from Harvard Business Review The Must Reads volume assembles the definitive articles on topics in including leadership strategy and innovation from HBR's vast array of experts The Insights book will help you understand today's most essential thinking on fast moving technologies and they mean for your organization Together these books will equip you to successfully lead your business today as you prepare to reinvent your company for the future **Psychology and Work Today** Carrie A. Bulger, Duane P.

Schultz, Sydney Ellen Schultz, 2020-03-23 Psychology and Work Today 11th Edition is an exciting update of a well loved textbook that introduces industrial and organizational psychology explaining how industrial organizational psychologists make work and working better This accessible and informative text explains how industrial organizational psychologists help organizations hire the best people by designing tests and interviews that uncover the skills and abilities of applicants make work better by removing or reducing safety issues and sources of stress so that personnel are motivated and able to perform to their abilities and work with managers and leaders to be more effective at leading others This book also describes how industrial organizational psychologists work with organizations to embrace diversity in the workforce and celebrate the strengths that employees from many backgrounds bring to organizations In addition this text includes how psychologists help organizations to design the physical work environment to best suit employees while other psychologists help organizations to market their products and services to consumers This text covers both the essential and traditional industrial organizational psychology topic areas such as job analysis employee selection and work motivation as well as topic areas that are important in workplaces today such as stress and well being human factors and preparing for jobs of the future The chapter on consumer psychology remains unique to this textbook This new edition includes coverage of employable skills desired by

hiring managers and executives the ways the highly publicized replicability crisis has affected the science and practice of industrial organizational psychology online and mobile employment testing diversity and inclusion throughout the workplace including microaggressions preparing people and organizations for jobs of the future incivility and harassment at work including abusive supervision safety climate and employee health and advertising on social media and video games Including many illustrative examples of industrial organizational psychology in real world workplaces the 11th Edition is thoroughly updated to include the latest theory research and practice on each key topic Each chapter features defined key terms a chapter outline a chapter summary review questions annotated additional reading and engaging Newsbreak sections The book will be of interest to undergraduate students in introduction industrial organizational psychology or psychology of work behaviour courses

Strategic Retail Management Joachim Zentes,Dirk Morschett,Hanna Schramm-Klein,2016-10-07

This book is devoted to the dynamic development of retailing The focus is on various strategy concepts adopted by retailing companies and their implementation in practice This is not a traditional textbook or collection of case studies it aims to demonstrate the complex and manifold questions of retail management in the form of twenty lessons where each lesson provides a thematic overview of key issues and illustrates them via a comprehensive case study The examples are all internationally known retail companies to facilitate an understanding of what is involved in strategic retail management and illustrate best practices In the third edition all chapters were revised and updated Two new chapters were added to treat topics like corporate social responsibility as well as marketing communication All case studies were replaced by new ones to reflect the most recent developments Well known retail companies from different countries like Tesco Zalando Hugo Boss Carrefour Amazon Otto Group are now used to illustrate particular aspects of retail management

The Rise of Africa's Small & Medium Size Enterprises Dr. Robin Renee Sanders,2017-02-08 Ambassador Dr Robin Renee Sanders new book on The Rise of Africa's Small Medium Size Enterprises SMEs is an insightful examination of the dramatic shift in the development paradigm for Sub Saharan Africa driven in large part by the imaginative innovative and insta impact leadership of the regions small businesses or SMEs SMEs have helped drive economic development growth and aided in increasing the size of the Continents middle class Sanders says With the Introduction to the book by renown civil rights leader Ambassador Andrew Young and the Foreword by Sub Saharan Africa's leading businessman Mr Aliko Dangote Sanders book credits the determination of Africa SMEs and entrepreneurs which includes African nationals immigrants and African Americans for stepping into the void left by 40 years of post independence development approaches that had little impact on reducing overall poverty and creating jobs in the region Africa's dynamic entrepreneurial spirit of Generation Xers and Millennials are and have formed SMEs and social enterprises that today are responsible for conceiving and inventing many of the new apps and answers to address the regions age old poverty issues Sanders emphasizes Africa SMEs are not only a key driver for jobs but serve as an additional catalyst to grow the middle class Sanders argues that it was the Rise of the Africa SME converging

with technology and its mobility that has changed over the last decade the focus and direction of development in Sub Saharan Africa The book has a few vignettes from Sanders diplomatic life and work as CEO of the FEEEDS Advocacy Initiative with Africa SMEs over the years as well as regional examples of some of innovative things Africa entrepreneurs are doing in sectors ranging from agriculture and food security to energy and climate change The book also walks readers through what donors foundations and African stock markets are doing today to help in the SME space Sanders ends with recommendations of what more can be done by donors African governments and the new U S administration to further assist Africa SMEs particularly the group she calls the critical mass and those at the fragile end of Africas middle class *EBOOK: Marketing: The Core* KERIN,2017-01-26 *EBOOK Marketing The Core* **Facebook** Aaron Smith,2008 **ABA Bank Marketing** ,2010 The Facebook Era Clara Shih,2010-07-21 *NEW Best Practices and Techniques for Growing Your Business with Facebook Twitter and LinkedIn Completely Updated Five new chapters planning metrics customer service and much more New and revamped case studies New guest contributions from world class experts such as Charlene Li New instantly actionable To Do lists after every chapter New Facebook discussion threads and much more Whatever your business or organizational goals this book will help you use social networking to achieve them Renowned social networking innovator Clara Shih brings together powerful new insights best practices and easy to use To Do lists packed with proven solutions from real world case studies Writing for entrepreneurs and business professionals across marketing sales service product development and recruiting Shih demonstrates how to move from tactical reactive use of social networks toward strategic proactive approaches and how to accurately measure success This edition adds extensive new coverage including hands on techniques for hypertargeting engaging customers through Twitter and LinkedIn leveraging changing social norms and much more You ll also find more than three dozen guest contributions from world class experts such as author Don Tapscott and Harvard Business School professor Mikolaj Piskorski as well as a brand new chapter on customer service and support today s fastest growing area of business social networking Shih has even added new chapters focused on advice for small businesses healthcare and education organizations nonprofits and political campaigns making this the one indispensable social networking guide for every organization **Computers in Libraries** ,2007 Facebook Confronts a Crisis of Trust Amram Migdal,2018 Cybersecurity Harvard Business Review,Alex Blau,Andrew Burt,Boris Groysberg,Roman V. Yampolskiy,2019-08-27 No data is completely safe Cyberattacks on companies and individuals are on the rise and growing not only in number but also in ferocity And while you may think your company has taken all the precautionary steps to prevent an attack no individual company or country is safe Cybersecurity can no longer be left exclusively to IT specialists Improving and increasing data security practices and identifying suspicious activity is everyone s responsibility from the boardroom to the break room Cybersecurity The Insights You Need from Harvard Business Review brings you today s most essential thinking on cybersecurity from outlining the challenges to exploring the solutions and*

provides you with the critical information you need to prepare your company for the inevitable hack The lessons in this book will help you get everyone in your organization on the same page when it comes to protecting your most valuable assets Business is changing Will you adapt or be left behind Get up to speed and deepen your understanding of the topics that are shaping your company s future with the Insights You Need from Harvard Business Review series Featuring HBR s smartest thinking on fast moving issues blockchain cybersecurity AI and more each book provides the foundational introduction and practical case studies your organization needs to compete today and collects the best research interviews and analysis to get it ready for tomorrow You can t afford to ignore how these issues will transform the landscape of business and society The Insights You Need series will help you grasp these critical ideas and prepare you and your company for the future

California Management Review ,2013 *Small Business Sourcebook* ,2010 *Customer Data and Privacy: The Insights You Need from Harvard Business Review* Harvard Business Review,Timothy Morey,Andrew Burt,Christine Moorman,Thomas C. Redman,2020-09-22 Collect data and build trust With the rise of data science and machine learning companies are awash in customer data and powerful new ways to gain insight from that data But in the absence of regulation and clear guidelines from most federal or state governments it s difficult for companies to understand what qualifies as reasonable use and then determine how to act in the best interest of their customers How do they build not erode trust Customer Data and Privacy The Insights You Need from Harvard Business Review brings you today s most essential thinking on customer data and privacy to help you understand the tangled interdependencies and complexities of this evolving issue The lessons in this book will help you develop strategies that allow your company to be a good steward collecting using and storing customer data responsibly Business is changing Will you adapt or be left behind Get up to speed and deepen your understanding of the topics that are shaping your company s future with the Insights You Need from Harvard Business Review series Featuring HBR s smartest thinking on fast moving issues blockchain cybersecurity AI and more each book provides the foundational introduction and practical case studies your organization needs to compete today and collects the best research interviews and analysis to get it ready for tomorrow You can t afford to ignore how these issues will transform the landscape of business and society The Insights You Need series will help you grasp these critical ideas and prepare you and your company for the future **The New York Times Index** ,2009 *The Facebook Era* Clara Chung-wai Shih,2010 *Customer Data and Privacy: The Insights You Need from Harvard Business Review* Harvard Business Review,2020-09-22 Is it possible to take advantage of the benefits of data collection and mitigate risks for both companies and customers Most consumers are not very skilled at evaluating privacy risks they re either unable to determine the cost of sharing personal data online or unaware of what they re sharing Doesn t everyone scroll down without reading to click I accept Without much intervention from most federal or state level governments companies are on their own to define what qualifies as reasonable use In today s digital surveillance economy there are no clear cut best practices or guidelines Gathering and using information can help customers

we see that in personalization and autofill of online forms But companies must act in the best interest of their customers and treat the sensitive information users give them with the ethical care of doctors lawyers and financial advisers The challenges of operating in a digital ecosystem aren't going away Customer Data and Privacy The Insights You Need from Harvard Business Review will help you understand the tangled interdependencies and complexities and develop strategies that allow your company to be good stewards collecting using and storing customer data responsibly Business is changing Will you adapt or be left behind Get up to speed and deepen your understanding of the topics that are shaping your company's future with the Insights You Need from Harvard Business Review series Featuring HBR's smartest thinking on fast moving issues blockchain cybersecurity AI and more each book provides the foundational introduction and practical case studies your organization needs to compete today and collects the best research interviews and analysis to get it ready for tomorrow You can't afford to ignore how these issues will transform the landscape of business and society The Insights You Need series will help you grasp these critical ideas and prepare you and your company for the future

Solutions to Four Harvard Business Review (HBR) Case Studies Mike G,2017-07-25 Script from the year 2017 in the subject Business economics Miscellaneous grade 10 language English abstract During the university you have to finish several case studies Within this text the Harvard Business Review case studies Boise Automation ENSR International Medical Equipment Inc and Heidi Roizen are covered Not only solved by myself but also supported by lecturer notes and the results of the in class discussion Each of the solutions mentioned in here are graded with full points

Customer Data and Privacy: The Insights You Need from Harvard Business Review Harvard Business Review Press,2020-12-22

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