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# *Case Studies for Harvard Business School*

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## **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.

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## **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.

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## **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.

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## **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.

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## **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.

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## **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.

# Harvard Business School Dressen Case Study Solutions

**Karim S. Rebeiz**



## **Harvard Business School Dressen Case Study Solutions:**

Ubiquitous Computing Florian Resatsch,2010-09-17 Florian Resatsch investigates the optimal strategies for developing and evaluating ubiquitous computing applications based on Near Field Communication He offers a range of design guidelines for NFC applications in four categories NFC technology tag infrastructure devices and human factors      **Understanding Willing Participants, Volume 2** Nestar Russell,2018-12-27 Horrified by the Holocaust social psychologist Stanley Milgram wondered if he could recreate the Holocaust in the laboratory setting Unabated for more than half a century his in famous results have continued to intrigue scholars Based on unpublished archival data from Milgram s personal collection volume one of this two volume set introduces readers to a behind the scenes account showing how during Milgram s unpublished pilot studies he step by step invented his official experimental procedure how he gradually learnt to transform most ordinary people into willing inflictors of harm The open access volume two then illustrates how certain innovators within the Nazi regime used the very same Milgram like learning techniques that with increasing effectiveness gradually enabled them to also transform most ordinary people into increasingly capable executioners of other men women and children Volume two effectively attempts to capture how step by step these Nazi innovators attempted to transform the F hrer s wish of a Jewish free Europe into a frightening reality By the books end the reader will gain an insight into how the seemingly undoable can become increasingly doable      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 1 0 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

Developing a Business Case Harvard Business Review,2010-12-02 How do you decide on the best course of action for your company to take advantage of new opportunities By building a business case This book provides a framework for building a business case You ll learn how to Clearly define the opportunity you ll want to address in your business case Identify and analyze a range of alternatives Recommend one option and assess its risks Create a high level implementation plan for your proposed alternative Communicate your case to key stakeholders      **Harvard Business School Case studies (orders).** Harvard Business School,      **Teaching with Cases** William Thomas Schiano,Espen Anderson,Bill Schiano,2014 Case method teaching immerses students in realistic business situations which include incomplete information time constraints and conflicting goals The class discussion inherent in case teaching is well known for stimulating the development of students critical thinking skills yet instructors often need guidance on managing that class discussion to maximize learning Teaching with Cases focuses on practical advice for instructors that can be easily implemented It covers how to plan a course how to teach it and how to evaluate it The book is organized by the three elements required for a great

case based course 1 advance planning by the instructor including implementation of a student contract 2 how to make leading a vibrant case discussion easier and more systematic and 3 planning for student evaluation after the course is complete Teaching with Cases is ideal for anyone interested in case teaching whether basing an entire course on cases using cases as a supplement or simply using discussion facilitation techniques To learn more about the book and to see resources available visit [teachingwithcases.hbsp.harvard.edu](http://teachingwithcases.hbsp.harvard.edu)

**Harvard Business School Case Studies**, The Case Method at the Harvard Business School Malcolm Perrine McNair,1954 **Case Studies** Harvard Business School,University of Navarra. International Graduate School of Management,Richard Ivey School of Business,1995 Making Change Stick,2008 When facing a difficult management challenge wouldn't it be great if you could turn to a panel of experts to help guide you to the right decision Now you can with books from the Judgment Calls series Drawn from the pages of Harvard Business Review these interactive solutions oriented guides allow readers to access the wisdom of leading experts as they tackle familiar and perplexing business situations These engagingly written books will help managers improve problem solving skills and make better judgment calls under fire A preface provides an overview and sets the context for using these provocative case studies as learning tools in corporate classrooms A relevant chapter from an HBE volume introduces the topic as a refresher course Finally an appendix of resources such as executive summaries guiding questions and a list of further reading rounds out the book Judgment Calls provide insight into a variety of real world difficulties and offer solutions that managers will find both sound and practical Our ideal reader is the business traveler who's thinking about this very issue sees the book in the airport and throws it in his or her briefcase to read on the plane This volume tentatively titled Bob's Meltdown and Other Stories from the Frontlines of Management looks at the most common issue in workplaces employee behavior What should you do when a star employee loses his temper in public Worse yet what if your protege seems to be coming unglued All this and more

**Articles from the Harvard Business Review Case Studies from Harvard Business School** Harvard Graduate School of Business Administration (Cambridge, MA),19?? **Keeping Strategy on Track**,2008 When facing a difficult management challenge wouldn't it be great if you could turn to a panel of experts to help guide you to the right decision Now you can with books from the Judgment Calls series Drawn from the pages of Harvard Business Review these interactive solutions oriented guides allow readers to access the wisdom of leading experts as they tackle familiar and perplexing business situations These engagingly written books will help managers improve problem solving skills and make better judgment calls under fire A preface provides an overview and sets the context for using these provocative case studies as learning tools in corporate classrooms A relevant chapter from an HBE volume introduces the topic as a refresher course Finally an appendix of resources such as executive summaries guiding questions and a list of further reading rounds out the book Judgment Calls provide insight into a variety of real world difficulties and offer solutions that managers will find both sound and practical Our ideal reader is the business traveler who's thinking about this very

issue sees the book in the airport and throws it in his or her briefcase to read on the plane This volume tentatively titled *Growing for Broke and Other Stories From the Frontlines of Management* looks at growth strategy How do you grow your business without sending it flying off the rails When should you stick to your core All this and more *Business Case Studies* Harvard University. Graduate School of Business Administration,1970 How the Harvard Business School Changed the Way We View Organizations Jay W. Lorsch,2023-11-08 Listen observe test these three words lie at the heart of a powerful method for businesses transformation Behind this method is a deceptively simple idea managers and management scholars must first take the pulse of a real business get its case history diagnose its problems and only then solve them Invented by the scholars who launched Harvard Business School this medical model will still cure companies today Damningly during the last thirty years business schools embraced the presumptions of economists game theorists and other calculators of abstraction The solving of real world real time problems has atrophied and stagnated In this book renowned scholar and emeritus professor Jay W Lorsch marshals evidence history and insights from his more than fifty year career at Harvard Business School to make the case for a return to the medical model the practices of listening observing and testing in which the fields of human relations and organizational behavior are rooted By telling the history of the development of his field Lorsch demonstrates how the medical model emerged in the years before World War II and for decades helped managers management scholars and consultants diagnose and solve the problems besetting companies large and small Explaining the case studies that define the practice he discusses how the model has been refined and reapplied by later generations and how it can continue to address issues such as diversity leadership competition and optimal corporate board structures **An Insider Perspective on Implementing the Harvard Case Study Method in Business Teaching** Karim S. Rebeiz,2011 This paper provides practical guidance on the implementation of the CSM case study method using the HBS Harvard Business School model The analysis is based on the first hand experience of the author as a user and implementer of this mode of instruction The results are further validated with surveys given to MBA Master of Business Administration students and interviews given to HBS faculty members The idea behind the CSM is to simulate a real case business scenario with the surrounding facts and constraints As it is the case in the real world the students operate in an environment in which they assume the role of managers who maneuver under pressure and make decisions with the understanding that their decisions could result in irreversible consequences Ultimately the HBS method intends to condition the students to become future managers through the acquisition of a combination of functional skills e g strategic management skills conceptual skills e g decision making skills interpersonal skills e g teamwork skills and leadership skills e g communication skills Contains 3 tables **Case Method Series** ,1965 Case Method Series ,1960 **Harvard Business School Case Preparation Manual** Harvard University. Graduate School of Business Administration,1968 **Harvard business school case books** , **Executing Innovation** ,2009 Intro Contents Mentor s Message Why

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