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By Nancy Duarte



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information into smart effective visualizations that powerfully convey ideas HBR Guide to Building Your Business Case (HBR Guide Series) Raymond Sheen, 2015-06-16 Get your idea off the ground You've got a great idea that will increase revenue or boost productivity but how do you get the buy in you need to make it happen By building a business case that clearly shows your idea's value That's not always easy Maybe you're not sure what kind of data your stakeholders will trust Or perhaps you're intimidated by number crunching The HBR Guide to Building Your Business Case written by project management expert Raymond Sheen gives you the guidance and tools you need to make a strong case You'll learn how to Spell out the business need for your idea Align your case with strategic goals Build the right team to shape and test your idea Calculate the return on investment Analyze risks and opportunities Present your case to stakeholders

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