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if you ve enrolled in an executive education or mba program you ve probably encountered a powerful learning tool the business case this text presents a potent

approach for analysing discussing and writing about cases

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

volume 1 of this series presents five cases on trade negotiations that have had important effects on trade policy rulemaking and an analytic framework for evaluating these negotiations jacket

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

bringing together developments from the past 30years in contingent valuation this book examines the relative value of securities in a corporation s capital structure including debt of different priorities convertible debt common stock and warrants

this is a reprint of a previously published work it deals with good mangement based on action and the judgment of the individual manager on deciding appropriate action

consists of harvard business review reprints and case studies created as a basis for class discussion

following world war ii the american government and philanthropic foundations fundamentally remade american universities into sites for producing knowledge about the world as a collection of distinct nation states as neoliberal reforms took hold in the 1980s visions of the world made popular within area studies and international studies found themselves challenged by ideas and educational policies that originated in business schools and international financial institutions academics within these institutions reimagined the world instead as a single global market and higher education as a commodity to be bought and sold by the 1990s american universities embraced this language of globalization and globalization eventually became the organizing logic of higher education in making the world global isaac a kamola

examines how the relationships among universities the american state philanthropic organizations and international financial institutions created the conditions that made it possible to imagine the world as global examining the center for international studies harvard business school the world bank the social science research council and nyu kamola demonstrates that how we imagine the world is always symptomatic of the material relations within which knowledge is produced

problems remain hidden in organizations for a number of reasons including fear organizational complexity gatekeepers who insulate leaders from problems that are coming up and finally an overemphasis on formal analysis in place of intuition and observation this book lays out the key skills and capabilities required to ensure that problems do not remain hidden in your organization it explains how leaders can become effective problem finders unearthing problems before they destroy an organization the book explains how leaders can become an anthropologist going out and observe how employees customers and suppliers actually behave it then goes on to present how they can circumvent the gatekeepers so they can go directly to the source to see and hear the raw data hunt for patterns including refining your individual and collective pattern recognition capability connect the dots among issues that may initially seem unrelated but in fact have a great deal in common give front line employees training in a communication technique encourage useful mistakes including create a red pencil award and watch the game film where leaders reflect systematically on their own organization s conduct and performance as well as on the behavior and performance of competitors

includes sections review of business literature and book notices

as the maker of ivory soap tide detergent and crest toothpaste procter gamble is a household name it is america s thirteenth largest company lauded by business schools as a model for success but behind p g s wholesome image is a control obsessed company so paranoid that wall street analysts employees and the chairman himself refer to it as the kremlin the company demands conformity and unquestioning loyalty from its employees who work in a strict and oppressive environment p g s wealth and power ensures it gets what it wants from tax breaks to the eager services of washington lobbyists in this explosive exposé wall street journal reporter alecia swasy who covered p g for three years tells the full chilling story of life within the p g behemoth drawn from interviews with over 300 former and current p g employees including ceo ed artzt visits to p g operations in five countries and thousands of court and company documents soap opera reveals the dirty tricks and draconian mind set of the company with the 99 44 100 pure façade included here is the real story behind p g s rely brand tampons and their

link to women s deaths from toxic shock syndrome and how p g tried to suppress that evidence swasy takes us to taylor county florida where residents drink bottled water because p g s influence allowed the company to flood the local river with dioxin laden toxic waste from its paper mill among these and dozens of other examples of the company s cutthroat nature is swasy s own story of p g s unethical seizure of cincinnati phone records in an effort to track down her sources wonderfully readable and impeccably researched soap opera is a sobering look at the price of success in america

the new question ten years after the worldwide bestseller good to great jim collins returns with another groundbreaking work this time to ask why do some companies thrive in uncertainty even chaos and others do not based on nine years of research buttressed by rigorous analysis and infused with engaging stories collins and his colleague morten hansen enumerate the principles for building a truly great enterprise in unpredictable tumultuous and fast moving times the new study great by choice distinguishes itself from collins s prior work by its focus not just on performance but also on the type of unstable environments faced by leaders today with a team of more than twenty researchers collins and hansen studied companies that rose to greatness beating their industry indexes by a minimum of ten times over fifteen years in environments characterized by big forces and rapid shifts that leaders could not predict or control the research team then contrasted these 10x companies to a carefully selected set of comparison companies that failed to achieve greatness in similarly extreme environments the new findings the study results were full of provocative surprises such as the best leaders were not more risk taking more visionary and more creative than the comparisons they were more disciplined more empirical and more paranoid innovation by itself turns out not to be the trump card in a chaotic and uncertain world more important is the ability to scale innovation to blend creativity with discipline following the belief that leading in a fast world always requires fast decisions and fast action is a good way to get killed the great companies changed less in reaction to a radically changing world than the comparison companies the authors challenge conventional wisdom with thought provoking sticky and supremely practical concepts they include 10xers the 20 mile march fire bullets then cannonballs leading above the death line zoom out then zoom in and the smac recipe finally in the last chapter collins and hansen present their most provocative and original analysis defining quantifying and studying the role of luck the great companies and the leaders who built them were not luckier than the comparisons but they did get a higher return on luck this book is classic collins contrarian data driven and uplifting he and hansen show convincingly that even in a chaotic and uncertain world greatness happens by choice not by chance

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