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HBR Guide to

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ARTICLE**

How to Give
a Killer
Presentation

Building Your Business Case

Tell a compelling story
Identify stakeholders
Analyze risk and return

By Raymond Sheen
with Amy Gallo



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Business
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HBR Guide to Building Your Business Case Raymond Sheen, Amy Gallo, 2015 You've got a great idea that will increase revenue or productivity but how do you get approval to make it happen? By building a business case that clearly shows its value. Maybe you struggle to win support for projects because you're not sure what kind of data your stakeholders will trust or naysayers always seem to shoot your ideas down at the last minute. Or perhaps you're intimidated by analysis and number crunching so you just take a stab at estimating costs and benefits with little confidence in your accuracy. To get any idea off the ground at your company you'll have to make a strong case for it. This guide gives you the tools to do that.

HBR Guide to Building Your Business Case (HBR Guide Series), 2015-07-07 [HBR Guide to Building Your Business Case](#) Raymond Sheen, Amy Gallo (Business writer), 2013

HBR Guide to Collaborative Teams (HBR Guide Series) Harvard Business Review, 2021-08-03 Break down the barriers to effective collaboration. For cross-functional projects to work, you need to bring together diverse ideas and resources from across your organization. But office politics, conflicting objectives, and lack of clear authority can get in the way. The HBR Guide to Collaborative Teams provides practical tips and advice to help you collaborate more effectively. Whether you're leading your own direct reports or building a talented group from disparate parts of your organization, you'll discover how to align others' goals and skills so you can solve problems as a team and deliver great results. You'll learn to: Develop a shared purpose; Bust departmental silos; Lead employees who don't report to you; Overcome conflict and turf wars; Prevent collaborative overload and fatigue; Use the right tools for virtual information sharing. Arm yourself with the advice you need to succeed on the job with the most trusted brand in business. Packed with how-to essentials from leading experts, the HBR Guides provide smart answers to your most pressing work challenges.

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Collection (6 Books) Harvard Business Review, 2019-11-26 Don't wait for someone else to manage your career Career paths are far from straightforward HBR Guides to Managing Your Career Collection offers the ideas and strategies to help you take charge of your career and reach your highest potential both in and outside of work Included in this six book set are HBR Guide to Your Professional Growth HBR Guide to Work Life Balance HBR Guide to Getting the Mentoring You Need HBR Guide to Managing Up and Across HBR Guide to Office Politics and HBR Guide to Changing Your Career You'll learn how to Clarify your professional passions Think strategically about career changes Recognize when it's time for a new challenge Find the right mentors to help you grow and move ahead Set boundaries and manage your time Deal with difficult managers Navigate your work culture and its politics The workplace is a complex arena to navigate yet with advice from HBR's experts you will be able to surpass any professional obstacle No matter where you are in your career the HBR Guides to Managing Your Career Collection will help you plan your next steps and push yourself forward to the next level **Harvard Business Review Guides Ultimate Boxed Set (16 Books)** Harvard Business Review, Nancy Duarte, Bryan A. Garner, Mary Shapiro, Jeff Weiss, 2019-02-26 How to guides to your most pressing work challenges This 16 volume specially priced boxed set makes a perfect gift for aspiring leaders looking for trusted advice on such diverse topics as data analytics negotiating business writing and coaching This set includes Persuasive Presentations Better Business Writing Finance Basics Data Analytics Building Your Business Case Making Every Meeting Matter Project Management Emotional Intelligence Getting the Right Work Done Negotiating Leading Teams Coaching Employees Performance Management Delivering Effective Feedback Dealing with Conflict Managing Up and Across Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges **HBR Guides to Performance Management Collection (4 Books) (HBR Guide Series)** Harvard Business Review, Mary Shapiro, 2017-11-14 If you manage a team you need to be able to measure and manage their performance From establishing a performance review cycle and building toward your year end assessment to providing individual feedback and coaching and establishing group cohesion and accountability this collection teaches you the skills you need to inspire your team to greater success This specially priced four volume set includes books from the HBR Guide series on the topics of Performance Management Coaching Employees Delivering Effective Feedback and Leading Teams You'll learn how to Set and adapt employee and team goals Assess performance fairly Coach your employees through tough situations React calmly if someone gets defensive when you deliver feedback Create plans for individual development Rethink how you use performance ratings Avoid burnout on your team Foster group camaraderie and cooperation Hold your team accountable Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges **Harvard Business Review Family Business Handbook** Josh Baron, Rob Lachenauer, 2021-01-26 Navigate

the complex decisions and critical relationships necessary to create and sustain a healthy family business and business family. Though family business may sound like it refers only to mom and pop shops, businesses owned by families are among the most significant and numerous in the world. But surprisingly few resources exist to help navigate the unique challenges you face when you share the executive suite, financial statements, and holidays. How do you make the right decisions critical to the long-term survival of any business with the added challenge of having to do so within the context of a family? The HBR Family Business Handbook brings you sophisticated guidance and practical advice from family business experts Josh Baron and Rob Lachenauer. Drawing on their decades-long experience working closely with a wide range of family businesses of all sizes around the world, the authors present proven methods and approaches for communicating effectively, managing conflict, building the right governance structures, and more. In the HBR Family Business Handbook, you'll find:

- A new perspective on what makes family businesses succeed and fail.
- A framework to help you make good decisions together.
- Step-by-step guidance on managing change within your business family.
- Key questions about wealth unique to family businesses that you can't afford to ignore.
- Assessments to help you determine where you are and where you want to go.
- Stories of real companies from Marchesi Antinori to Radio Flyer.
- Chapter summaries you can use to reinforce what you've learned.

Keep this comprehensive guide with you to help you build, grow, and position your family business to thrive across generations. HBR Handbooks provide ambitious professionals with the frameworks, advice, and tools they need to excel in their careers. With step-by-step guidance, time-honed best practices, and real-life stories, each comprehensive volume helps you to stand out from the pack, whatever your role.

HBR Guide to Setting Your Strategy Harvard Business Review, 2020-08-11

Set your company up for long-term success. Every company needs a strategy. A focused strategy aligns decision-making throughout the organization and helps establish a competitive edge in the marketplace. But with so many options to consider, how do you define a unique strategy that will ensure growth? Whether you're starting a business from scratch or leading an existing company facing new threats, this book offers the direction you need. The HBR Guide to Setting Your Strategy provides practical tips and advice that break down the process of crafting strategy so you can identify the areas your company should build on to help it thrive long into the future. You'll learn to:

- Understand what strategy is and what it isn't.
- Define where you'll play and how you'll win.
- Conduct more effective strategic discussions with your team.
- Test your strategy before you implement it.
- Communicate your strategy to key stakeholders.
- Ensure your strategy is flexible and adaptable.

Arm yourself with the advice you need to succeed on the job with the most trusted brand in business. Packed with how-to essentials from leading experts, the HBR Guides provide smart answers to your most pressing work challenges.

HBR Guide to Your Job Search Harvard Business Review, 2024-02-06

Land the job of your dreams. You're ready to take the next step in your career. But securing the right role can take a lot of work and a lot of time and energy. How do you move forward without getting overwhelmed by the process? The HBR Guide to Your Job Search is here to help. Whether you're new to the workforce or have a well-established career, this

book contains practical advice for navigating your job hunt You ll learn how to Structure your search strategically Translate your strengths into a strong personal story Activate your network to find opportunities Write a r sum that gets callbacks Craft answers to common interview questions Set yourself up for success in your new role Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges *HBR Guide to Designing Your Retirement* Harvard Business Review,2023-07-11 Set yourself up for a successful transition Retirement is perhaps the greatest and most deeply personal career transition you ll ever make Will you switch gears slow down or stop work entirely Will you have the money the good health and the companionship you need to enjoy it The HBR Guide to Designing Your Retirement provides the practical tips research stories and advice you need to take stock of your skills and interests and define retirement for yourself You ll learn how to Assess your readiness to make the transition Craft a plan to slow your pace or stop working altogether Experiment with possible future selves Find new ways to apply old skills Communicate your plan to key partners Bridge your old identity to your new one Stay connected Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges *HBR Guide to Being More Productive (HBR Guide Series)* Harvard Business Review,2017-06-27 Productivity starts with you Every day begins with the same challenge too many tasks on your to do list and not enough time to accomplish them Perhaps you tell yourself to just buckle down and get it all done skip lunch work a longer day Maybe you throw your hands up recognize you can t do it all and just begin fighting the biggest fire or greasing the squeakiest wheel And yet you know how good it feels on those days when you re working at peak productivity taking care of difficult and meaty projects while also knocking off the smaller tasks that have been hanging over your head forever Those are the times when your day didn t run you you ran your day To have more of those days more often you need to discover what works for you given your strengths your preferences and the things you must accomplish Whether you re an assistant or the CEO whether you ve been in the workforce for 40 years or are just starting out this guide will help you be more productive You ll discover different ways to Motivate yourself to work when you really don t want to Take on less but get more done Preserve time for your most important work Improve your focus Make the most of small pockets of time between meetings Set boundaries with colleagues without alienating them Take time off without tearing your hair out Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges **HBR Guide to Better Mental Health at Work (HBR Guide Series)** Harvard Business Review,2022-09-27 Build a mentally healthy workplace Mental health is just as important as physical health Yet being honest about depression anxiety and other psychological conditions at work can feel risky and hasn t always been welcome How can you ensure that you and your

colleagues feel as though mental health is supported at the office The HBR Guide to Better Mental Health at Work contains practical tips and advice to help you bring mental health out of the shadows and into everyday conversations You ll learn how to Build habits to support your mental health Stay productive even when you re not feeling like yourself Talk about mental health with peers and managers Reach out to someone who might be struggling Consider the impact of intersectionality Offer the benefits people really need Fight the stigma and reduce shame Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges The Financial Times Guide to Business Start Up 2015 ePub eBook Sara Williams,2014-11-07 As comprehensive an introduction to setting up a business as anyone could need The Daily Telegraph The Wisden of the small business world threaded through with common sense practical advice The Daily Mail A must for any small business owner Federation of Small Businesses Whether you re about to start your own business or have already taken the plunge and want to keep everything on track make sure you have a copy of The Financial Times Guide to Business Start Up on your shelf Annually updated this edition covers all the latest legal and financial changes you need to be aware of following the 2014 Budget This guide takes you through every important aspect of starting and running a business including developing your idea and getting financial backing building customer relationships developing your online presence and much more Everything you need to know to make your start up a success Work from Anywhere: The HBR Guides Collection (5 Books) Harvard Business Review,2023-06-13 Everything you need to get your best work done no matter where you do it For many working remotely is a dream come true For others it comes with stress distraction and endless video call fatigue No matter how you feel about the new world of work aspects of being part of a far flung or hybrid team can be challenging Work from Anywhere The HBR Guides Collection offers ideas and strategies to help you enjoy the benefits of working from anywhere and deal with the difficulties that come along with it Included in this five book set are HBR Guide to Remote Work HBR Guide to Managing Flexible Work HBR Guide to Work Life Balance HBR Guide to Being More Productive and HBR Guide to Beating Burnout You ll learn how to Craft a remote work routine that works for you Manage difficult conversations when you can t meet in person Keep your team engaged both in person and virtually Adjust to your coworkers flexible work arrangements Set boundaries without alienating your colleagues Motivate yourself when there s no one looking over your shoulder Avoid work from home burnout Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges *HBR Guide to Changing Your Career* Harvard Business Review,2018-07-17 Your next act starts now You re ready for something new but it s hard to start over Just the idea of trading the security you have now for the unknown or throwing away the education and time you ve invested in your current career can plunge you into a swirl of indecision and anxiety But mixing things up every few years is an increasingly normal and cyclical part of a healthy work life

a way to gain new skills and stretch your existing ones by applying them to different contexts Whether you know what you want to do next or you're still evaluating options the HBR Guide to Changing Your Career will help you Imagine other professional selves Identify the skills you need and those you already possess that will transfer to another industry Assess the financial implications of the change you're considering Try out new roles without endangering your current job Explain a seemingly winding career path Pitch yourself into a new role

HBR Guide to Making Better Decisions Harvard Business Review,2020-02-11 Learn how to make better faster decisions You make decisions every day from prioritizing your to do list to choosing which long term innovation projects to pursue But most decisions don't have a clear cut answer and assessing the alternatives and the risks involved can be overwhelming You need a smarter approach to making the best choice possible The HBR Guide to Making Better Decisions provides practical tips and advice to help you generate more creative ideas evaluate your alternatives fairly and make the final call with confidence You'll learn how to Overcome the cognitive biases that can skew your thinking Look at problems in new ways Manage the trade offs between options Balance data with your own judgment React appropriately when you've made a bad choice Communicate your decision and overcome any resistance Arm yourself with the advice you need to succeed on the job from a source you trust Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges

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HBR Guide to Executing Your Strategy Harvard Business Review,2023-08-29 Put your strategy into action Even the best competitive strategies mean nothing if they aren't executed well Yet many organizations struggle when they move from defining a strategy to actually applying it Somehow all the careful planning falls apart initiatives fail and leaders are left wondering how to pick up the pieces The HBR Guide to Executing Your Strategy is here to help This book offers leaders and managers tips and advice for sharing the strategy with your employees making the shift toward the right objectives and seeing your strategy come to fruition You'll learn how to Understand the why behind your strategy Identify the capabilities you have and the ones you need

Communicate objectives and priorities effectively to your team Prioritize strategic projects and let go of outdated ones
Encourage cross silo collaboration toward organizational goals Adjust course when necessary Arm yourself with the advice
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