

## HBR Guide to

BONUS ARTICLE

# Building Your Business Case

### Tell a compelling story Identify stakeholders Analyze risk and return

By Raymond Sheen with Amy Gallo



### **Guide Building Your Business Case Ebook**

**Harvard Business Review** 

#### **Guide Building Your Business Case Ebook:**

**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

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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 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