
Case Studies for Harvard Business School



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.

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.

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.

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.

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.

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.

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**Rodrigues, Maria Antónia, Proença,
João F.**



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Web 2.0: A Strategy Guide Amy Shuen, 2008-04-23 Web 2.0 makes headlines but how does it make money This concise guide explains what's different about Web 2.0 and how those differences can improve your company's bottom line Whether you're an executive plotting the next move a small business owner looking to expand or an entrepreneur planning a startup Web 2.0 A Strategy Guide illustrates through real life examples how businesses large and small are creating new opportunities on today's Web This book is about strategy Rather than focus on the technology the examples concentrate on its effect You will learn that creating a Web 2.0 business or integrating Web 2.0 strategies with your existing business means creating places online where people like to come together to share what they think see and do When people come together over the Web the result can be much more than the sum of the parts The customers themselves help build the site as old fashioned word of mouth becomes hypergrowth Web 2.0 A Strategy Guide demonstrates the power of this new paradigm by examining how Flickr a classic user driven business created value for itself by helping users create their own value Google made money with a model based on free search and changed the rules for doing business on the Web opening opportunities you can take advantage of Social network effects can support a business ever wonder how Facebook grew so quickly Businesses like Amazon tap into the Web as a source of indirect revenue using creative new approaches to monetize the investments they've made in the Web Written by Amy Shuen an authority on Silicon Valley business models and innovation economics Web 2.0 A Strategy Guide explains how to transform your business by looking at specific practices for integrating Web 2.0 with what you do If you're executing business strategy and want to know how the Web is changing business this book is for you

Strategic Management Jeffrey H. Dyer, Paul C. Godfrey, Robert J. Jensen, David J. Bryce, 2023 Strategic Management delivers an insightful clear concise introduction to strategy management concepts and links these concepts to the skills and knowledge students need to be successful in the professional world Written in an accessible Harvard Business Review style with lots of practical examples and strategy tools the book engages students with an easy to understand learning experience to strategic management concepts This International Adaptation sparks ideas fuels creative thinking and discussion while engaging students via contemporary examples outstanding author produced cases and much more Every chapter now includes new questions to help readers test their understanding of the subject There are also new Mini Cases and Strategy in Practice vignettes that are contemporary and more relevant to the global scenario

The Strategic Digital Media Entrepreneur Penelope M. Abernathy, JoAnn Sciarrino, 2018-09-28 A goldmine of strategic insights and practical business guidance covering all aspects of media entrepreneurship in the Digital Age The media industry is facing epic upheaval Revolutionary new technologies compel those in businesses as diverse as broadcasting to book publishing to radically recreate their business models or be left in history's wake At the same time those with the next big idea are eager to acquire the business know how needed to make it in today's brave new world of media Written by a uniquely well qualified

author team this book addresses the concerns of both audiences Penelope Muse Abernathy and JoAnn Sciarrino provide timely lessons on everything from media financing to marketing business strategy to leadership innovation to business accounting They use numerous case studies and real world vignettes to reveal the success secrets of today s hottest media entrepreneurs as well as the fatal flaws that leads many promising new ventures down the road to ruin They begin with a primer on digital entrepreneurship basics covering how to create a winning digital business model obtain financing do business accounting identify strategic challenges and more From there they show you how to Develop sustainable customer focused strategies while overcoming the unique leadership challenges of the Digital Age Define your company s unique value proposition prioritize investments in key assets and form strategic partnerships and alliances Understand and prepare to exploit the vast potential inherent in the next generation of digital technologies including artificial intelligence virtual reality and blockchain among others The two companion websites feature a wealth of supplemental material including updates instructional videos essays by media leaders as well as PowerPoint presentations and study guides for instructors Packed with practical insights and guidance on all aspects of the business of media in the Digital Age The Strategic Digital Media Entrepreneur is a must have resource for professionals and students alike in advertising marketing business strategy entrepreneurship finance social media and more

Business Model Innovation Allan Afuah,2014-03-26 Rooted in strategic management research Business Model Innovation explores the concepts tools and techniques that enable organizations to gain and or maintain a competitive advantage in the face of technological innovation globalization and an increasingly knowledge intensive economy The book investigates how organizations can use innovations in business models to take advantage of entrepreneurial opportunities from Crowdsourcing and open innovation Long Tails Social media Disruptive technologies Less is more innovations Network effects Scarcity of complementary capabilities The book also looks at the ways firms can use innovations in business models to exploit or defend against threats With twelve supplementary cases to help readers apply the concepts and techniques this book is a must have for anyone looking to understand the fundamentals of business model innovation

Family Business Cases Khaula Alkaabi,Veland Ramadani,2023-12-05 This book provides insights into family businesses in the United Arab Emirates UAE using a unique collection of case studies that help gain a comprehensive understanding of UAE family firms profiles and the ways they respond to everyday challenges and future disruptions Cases treat different issues from the perspective of family businesses such as succession innovation decision making strategic orientation corporate governance spatial distribution SDG alignment etc Each case contains learning objectives discussion questions and suggested readings in order to help readers understand the topic discussed in the respective cases This book also showcases the five business ecosystem stakeholders that have supported family businesses in the UAE such as the UAE Government free zone authorities university and research institutions support agencies and venture capital companies Professionals as well as MBA students and researchers involved in the study offamily

businesses will particularly benefit from this book **The Oxford Handbook of AI Governance** Justin B. Bullock, Yu-Che Chen, Johannes Himmelreich, Valerie M. Hudson, Anton Korinek, Matthew M. Young, Baobao Zhang, 2024-02-26 Book abstract

The Oxford Handbook of AI Governance examines how artificial intelligence AI interacts with and influences governance systems It also examines how governance systems influence and interact with AI The handbook spans forty nine chapters across nine major sections These sections are 1 Introduction and Overview 2 Value Foundations of AI Governance 3 Developing an AI Governance Regulatory Ecosystem 4 Frameworks and Approaches for AI Governance 5 Assessment and Implementation of AI Governance 6 AI Governance from the Ground Up 7 Economic Dimensions of AI Governance 8 Domestic Policy Applications of AI and 9 International Politics and AI HBR's Year in Business and Technology: 2021 (2 Books)

Harvard Business Review, 2020-10-20 The biggest technology and management ideas of the year all in one place This collection of the top ideas insights and best practices from the past year of Harvard Business Review will keep you up to date on the most cutting edge influential thinking driving business today The two book set brings together HBR's 10 Must Reads 2021 and The Year in Tech 2021 The Insights You Need from Harvard Business Review The Must Reads volume assembles the definitive articles on topics in including leadership strategy and innovation from HBR's vast array of experts The Insights book will help you understand today's most essential thinking on fast moving technologies and they mean for your organization Together these books will equip you to successfully lead your business today as you prepare to reinvent your company for the future **Marketing** Paul Baines, Sara Rosengren, Paolo Antonetti, 2022 How does Google support organizations in their transformation to digital marketing How does the International Food Waste Coalition influence more sustainable behaviour How did a producer of Thai herbal toothpaste amend their marketing mix to maintain sales during COVID 19 With insights from leading practitioners and exploration of the latest issues to affect consumers and businesses alike Marketing answers these questions and more to provide students with the skills they need to successfully engage with marketing across all areas of society Founded on rigorous research this critical text presents a current complete guide to marketing success and explores topical issues such as sustainability and digital transformation Its broadest ever range of examples Practitioner Insights and Market Insights also give readers a unique view into the fascinating worlds of marketing professionals Individuals from Arch Creative Klarna eDreams Odigeo and Watson Farley and Williams are just a few of the practitioners that join the authors to offer real life insights and career advice to those starting out in the industry Review and discussion questions conclude each chapter prompting readers to examine the themes discussed in more detail and encouraging them to engage critically with the theory New critical thinking questions also accompany the links to seminal papers throughout each chapter presenting the opportunity for students to take their learning further An exciting development for this new edition the enhanced e book offers an even more flexible and engaging way to learn It features a select range of embedded digital resources designed to stimulate assess and consolidate learning including practitioner

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Services Marketing Cases in Emerging Markets Sanjit Kumar Roy, Dilip S. Mutum, Bang Nguyen, 2016-09-08 This casebook provides students and academics in business management and marketing with a collection of case studies on services marketing and service operations in emerging economies It explores current issues and practices in Asia across different areas countries commercial and non commercial sectors This book is important and timely in providing a framework for instructors researchers and students to understand the service dynamics occurring in these countries It serves as an invaluable resource for marketing and business management students requiring insights into the operationalization of services across different geographical areas in Asia Students will find it interesting to compare and contrast different markets covering important aspects related to services

Marketing Communications Ze Zook, PR Smith, 2016-02-03 Marketing Communications provides a comprehensive overview of every aspect of marketing communications from social media advertising PR and sponsorship to direct selling and merchandizing It presents modern marketing communications theories and tools in an accessible way so readers can fully understand the landscape and achieve better results With a plethora of examples and case studies as well as online support material for lecturers and students this essential textbook will guide students and practitioners through everything they need to know about the changing face of marketing This fully updated 6th edition of Marketing Communications features more of the underpinning theory whilst building on its impressive reputation as a leading practical textbook on the subject Case studies and anecdotes from companies such as Campbell's Soup Spotify Paypal Kraft and Nike focus on recent digital developments to bring the latest marketing tools to life With a particular emphasis on analytics engagement and integration it addresses the integrated offline and online with social media approach to reflect the current state of play for marketing communications experts This edition is also supported by a wealth of online resources including lecture slides for every chapter and self tests for students

Execute a Hackathon to Solve L&D Challenges John Parsell, 2014-10-14 Have an L D challenge that you want to develop new and energizing solutions for Consider hosting a hackathon These events aren't just for tech companies In a hackathon teams are challenged to develop solutions to a specific business problem or to create a new process or product Once they have brainstormed what they consider a winning idea they develop a prototype A panel of judges then reviews the solutions and chooses a winner which ideally then moves forward into implementation In

this issue of TD at Work John Parsell details how to run a hackathon including the critical steps guidance and resources necessary to prepare for and run a 24 hour hackathon Further he Offers tips on how to capture the spirit energy and creativity of a hackathon Shares how to create diverse teams that are equipped to create winning solutions that you can bring to reality Presents case studies and examples of noncoding hackathons to demonstrate how others are successfully leveraging this platform Job aids included in this issue are a sample hackathon kickoff agenda scorecard template and communication checklist

Psychology and Work Today Carrie A. Bulger, Duane P. Schultz, Sydney Ellen Schultz, 2020-03-23

Psychology and Work Today 11th Edition is an exciting update of a well loved textbook that introduces industrial and organizational psychology explaining how industrial organizational psychologists make work and working better This accessible and informative text explains how industrial organizational psychologists help organizations hire the best people by designing tests and interviews that uncover the skills and abilities of applicants make work better by removing or reducing safety issues and sources of stress so that personnel are motivated and able to perform to their abilities and work with managers and leaders to be more effective at leading others This book also describes how industrial organizational psychologists work with organizations to embrace diversity in the workforce and celebrate the strengths that employees from many backgrounds bring to organizations In addition this text includes how psychologists help organizations to design the physical work environment to best suit employees while other psychologists help organizations to market their products and services to consumers This text covers both the essential and traditional industrial organizational psychology topic areas such as job analysis employee selection and work motivation as well as topic areas that are important in workplaces today such as stress and well being human factors and preparing for jobs of the future The chapter on consumer psychology remains unique to this textbook This new edition includes coverage of employable skills desired by hiring managers and executives the ways the highly publicized replicability crisis has affected the science and practice of industrial organizational psychology online and mobile employment testing diversity and inclusion throughout the workplace including microaggressions preparing people and organizations for jobs of the future incivility and harassment at work including abusive supervision safety climate and employee health and advertising on social media and video games Including many illustrative examples of industrial organizational psychology in real world workplaces the 11th Edition is thoroughly updated to include the latest theory research and practice on each key topic Each chapter features defined key terms a chapter outline a chapter summary review questions annotated additional reading and engaging Newsbreak sections The book will be of interest to undergraduate students in introduction industrial organizational psychology or psychology of work behaviour courses

Enabling Technologies for Next Generation Wireless Communications Mohammed Usman, Mohd Wajid, Mohd Dilshad Ansari, 2020-12-28

Enabling Technologies for Next Generation Wireless Communications provides up to date information on emerging trends in wireless systems their enabling technologies and their evolving application

paradigms This book includes the latest trends and developments toward next generation wireless communications It highlights the requirements of next generation wireless systems limitations of existing technologies in delivering those requirements and the need to develop radical new technologies It focuses on bringing together information on various technological developments that are enablers vital to fulfilling the requirements of future wireless communication systems and their applications Topics discussed include spectrum issues network planning signal processing transmitter receiver antenna technologies channel coding security and application of machine learning and deep learning for wireless communication systems The book also provides information on enabling business models for future wireless systems This book is useful as a resource for researchers and practitioners worldwide including industry practitioners technologists policy decision makers academicians and graduate students

The Airline Industry - A Comprehensive Overview John Frankie O'Connell, 2025-09-30 In recent years airlines have faced unprecedented financial and operational uncertainties not only in the wake of COVID 19 but across the industry Their responses provide valuable lessons for the future for airlines for related industries and for all sectors that find unexpected upheaval suddenly in their path As a truly global business the airline industry offers countless lessons in navigating uncertainty and the necessity of continual business transformation *The Airline Industry A Comprehensive Overview Dynamic Trends and Transformations* is an up to date state of the nation perspective on the airline industry Its dedicated and detailed focus on airlines makes the book an invaluable tool in deciphering how airlines have been run and managed to date and provides a roadmap for the future evolution of the industry The author has interviewed countless airline and related industry professionals in their respective fields of expertise which adds layers of real world insight to every chapter Written in a lively and accessible style that will appeal to readers whether they are in academia or the airline industry *The Airline Industry A Comprehensive Overview Dynamic Trends and Transformations* is essential reading for airline employees and undergraduate and postgraduate students and a vital point of reference for lecturers and researchers economists and business analysts looking for a thorough and commercial guide to the airline industry

Blockchain, Crypto and DeFi Marco Di Maggio, 2024-09-25 Unlock the future of finance with Blockchain Crypto and DeFi Step into the realm of blockchain and cryptocurrency like never before with *Blockchain Crypto and DeFi Bridging Finance and Technology* Crafted by Marco Di Maggio not just a Harvard Professor of Finance but an esteemed advisor to giants like Coinbase this is your roadmap from foundational theories to cutting edge applications This is far from an academic discourse detached from reality it seamlessly integrates theory with practice through detailed case studies and practical coding tutorials Navigating the digital landscape today demands more than just passing familiarity with the latest technologies Delving deep into blockchain and cryptocurrencies has become a pivotal skill set for anyone looking to thrive in this constantly shifting digital era Whether you're a student aiming for a career in finance and technology an academic seeking to expand your knowledge base or a professional looking to stay ahead of the curve this textbook offers unparalleled

insights into the mechanics and implications of blockchain technologies What Sets This Book Apart Expertise Beyond the Classroom Direct from the boards of the crypto world s titans this book offers comprehensive coverage ensuring the book stands as an indispensable industry reference Theory Meets Practice Engage with complex blockchain concepts through practical case studies and coding tutorials Learn Build Invest Equip yourself to navigate the industry as an investor entrepreneur or innovator Master the art of assessing protocols crafting your own and seizing opportunities in the blockchain and crypto space Wit Meets Wisdom Enjoy the journey with a narrative that combines profound insights with a witty tone ensuring both enlightenment and entertainment Blockchain Crypto and DeFi is not just a textbook but a journey into the heart of digital finance marked by Di Maggio s engaging style and deep expertise Accompanied by additional online resources including slide decks and tutorials this book is your go to resource and your gateway to mastering the blockchain revolution Embark on your blockchain adventure today Table of Contents Chapter One Chain Reactions From Basement Miners to Blockchain Revolutionaries Chapter Two Ethereum The Windows to the Blockchain Universe Now Loading Smart Contracts and Oracle Magic Chapter Three Beyond Ethereum A Gas Guzzling Escape to the Holy Grail of Scalability Chapter Four Riding the Crypto Rollercoaster How Stablecoins Keep Their Cool Chapter Five The CBDC Saga Rewriting the Rules of Money Chapter Six Money Grows on Distributed Trees The DeFi Forest of DAOs and DApps Chapter Seven The AMM Time machine Back to the Future of Finance Chapter Eight Liquidity Pools Dive Deep into the Ocean of DeFi Lifebuoys Not Included Chapter Nine The Tokenization Transformation from Wall Street to Your Street Chapter Ten Digital Da Vincis The Renaissance of Art in the Age of NFTs Chapter Eleven Regulatory Framework Work in Progress Chapter Twelve Beyond HODL Mastering the Art and Science of Crypto Trading Chapter Thirteen Game Over for Bankers The Unlikely Rise of Sofa Surfing Capitalists Chapter Fourteen Branding on the Block How Blockchain Is Redefining Connections in the Web3 Era Chapter Fifteen When HAL Meets Satoshi Merging Minds and Money on the Blockchain

The Evolution of Business in the Cyber Age Divya Gupta Chowdhry,Rahul Verma,Manisha Mathur,2020-01-06 This book has a two fold mission to explain and facilitate digital transition in business organizations using information and communications technology and to address the associated growing threat of cyber crime and the challenge of creating and maintaining effective cyber protection The book begins with a section on Digital Business Transformation which includes chapters on tools for integrated marketing communications human resource workplace digitalization the integration of the Internet of Things in the workplace Big Data and more The technologies discussed aim to help businesses and entrepreneurs transform themselves to align with today s modern digital climate The Evolution of Business in the Cyber Age Digital Transformation Threats and Security provides a wealth of information for those involved in the development and management of conducting business online as well as for those responsible for cyber protection and security Faculty and students researchers and industry professionals will find much of value in this volume

Handbook of Strategic e-Business Management Francisco J. Martínez-López,2013-11-19

This research handbook provides a comprehensive integrative and authoritative resource on the main strategic management issues for companies within the e business context. It covers an extensive set of topics dealing with the major issues which articulate the e business framework from a business perspective. The handbook is divided into the following e business related parts: background, evolved strategic framework for the management of companies, key business processes, areas and activities, and finally emerging issues, trends and opportunities with special attention to diverse Social Web related implications. The articles are varied, timely, and present high quality research; many of these unique contributions will be especially valued and influential for business scholars and professionals interested in e business. Many of the contributors are outstanding business scholars who are or have been editors in chief of top ranked management and business journals or have made significant contributions to the development of their respective fields.

Impact of Digital Transformation on the Development of New Business Models and Consumer Experience Rodrigues, Maria Antónia, Proença, João F., 2022-03-11. In a highly competitive market, digital transformation with internet of things, artificial intelligence, and other innovative technological trends are elements of differentiations and are important milestones in business development and consumer interaction, particularly in services. As a result, there are several new business models anchored in these digital and technological environments and new experiences provided to services consumers and firms that need to be examined. Impact of Digital Transformation on the Development of New Business Models and Consumer Experience provides relevant theoretical and empirical research findings and innovative and multifaceted perspectives on how digital transformation and other innovative technologies can drive new business models and create valued experiences for consumers and firms. Covering topics such as business models, consumer behavior, and gamification, this publication is ideal for industry professionals, managers, business owners, practitioners, researchers, professors, academicians, and students.

The Best 301 Business Schools Princeton Review, Nedda Gilbert, 2009-10. Provides a detailed overview of the best business schools across North America, including information on each school's academic program, competitiveness, financial aid, admissions requirements, and social scenes.

HBR's 10 Must Reads on Technology and Strategy Collection (7 Books) Harvard Business Review, Michael E. Porter, Clayton M. Christensen, Rita Gunther McGrath, Thomas H. Davenport, 2020-12-08. Are analytics and technology a strategic part of your business? Artificial intelligence, platforms, algorithms, machine learning—Most business leaders know the value in advanced technologies. But how do you embed them into your business and make them a key part of your strategy? HBR's 10 Must Reads Technology and Strategy Collection features innovative ideas to help you understand what new technologies offer, decide what business models are best for your business, and move forward with new innovations. Included in this seven-book set are HBR's 10 Must Reads on AI Analytics and the New Machine Age, HBR's 10 Must Reads on Business Model Innovation, HBR's 10 Must Reads on Platforms and Ecosystems, HBR's 10 Must Reads on Innovation, HBR's 10 Must Reads on Design Thinking, HBR's 10 Must Reads on Strategy, HBR's 10 Must Reads on Strategy.

Vol 2 The collection includes seventy articles selected by HBR's editors from renowned thought leaders including Clayton M Christensen W Chan Kim Renee Mauborgne and Thomas H Davenport plus the indispensable article Why Every Company Needs an Augmented Reality Strategy by Michael E Porter and James E Heppelmann With HBR's 10 Must Reads Technology and Strategy Collection you can bridge the divide between your digital and strategic efforts and ensure your business is on the cutting edge HBR's 10 Must Reads paperback series is the definitive collection of books for new and experienced leaders alike Leaders looking for the inspiration that big ideas provide both to accelerate their own growth and that of their companies should look no further HBR's 10 Must Reads series focuses on the core topics that every ambitious manager needs to know leadership strategy change managing people and managing yourself Harvard Business Review has sorted through hundreds of articles and selected only the most essential reading on each topic Each title includes timeless advice that will be relevant regardless of an ever changing business environment

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