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a Killer
Presentation

Building Your Business Case

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By Raymond Sheen
with Amy Gallo



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Guide Building Your Business Case Ebook

Tao Wei



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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. **HBR Guides to Building Your Strategic Skills Collection (3 Books)** Harvard Business Review, 2020-08-04 If you aren't working with a strategy, you're wasting your time. Strategy isn't just a set of plans handed down from the C-suite. To grow as a leader you need to understand your company's strategy and align your thinking, projects, and team with organizational goals and vision. Master these abilities with the HBR Guides to Building Your Strategic Skills Collection. This three-book set, which includes the HBR Guide to Thinking Strategically, the HBR Guide to Managing Strategic Initiatives, and the HBR Guide to Setting Your Strategy, will help you change the way you think about your work, manage your most important priorities, and craft a strategy for long-term growth. You'll learn how to: Understand what strategy is and what it isn't. Define a clear strategy, whether you're in a start-up or in an established business. Manage a portfolio of strategic projects. Embed strategic thinking into your daily tasks and decision-making. Align your team around key objectives. Let go of work that doesn't add value. Communicate strategy throughout your organization. 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 Managing Your Career Collection (6 Books)* Harvard Business

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