

## 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 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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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 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 HBR Guide to Your Job Search Harvard Business Review, 2024-02-06 Land the job of your most pressing work challenges 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

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