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HBR Guide to Building Your Business Case (HBR Guide Series) ,2015-07-07 **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** Raymond Sheen,Amy Gallo (Business writer),2013 [HBR Guide to Building Your Business Case \(HBR Guide Series\)](#) Raymond Sheen,2015-06-16 Get your idea off the ground You ve got a great idea that will increase revenue or boost productivity but how do you get the buy in you need to make it happen By building a business case that clearly shows your idea s value That s not always easy Maybe you re not sure what kind of data your stakeholders will trust Or perhaps you re intimidated by number crunching The HBR Guide to Building Your Business Case written by project management expert Raymond Sheen gives you the guidance and tools you need to make a strong case You ll learn how to Spell out the business need for your idea Align your case with strategic goals Build the right team to shape and test your idea Calculate the return on investment Analyze risks and opportunities Present your case to stakeholders **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 Guide to Thinking Strategically \(HBR Guide Series\)](#) Harvard Business Review,2018-12-18 Bring strategy into your daily work It s your responsibility as a manager to ensure that your work and the work of your team aligns with the overarching objectives of your organization But when you re faced with competing projects and limited time it s difficult to keep strategy front of mind How do you keep your eye on the long term amid a sea of short term demands The HBR Guide to Thinking Strategically provides practical advice and tips to help you see the big picture perspective in every

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Find a way to work that works for you The 9 to 5 office routine no longer exists Many employees have the option to work anywhere any time But how do you find the flexible arrangement that s right for you And how do you manage a team when they re all working in different places and on different schedules The HBR Guide to Managing Flexible Work is filled with practical tips and advice to help you and your team stay productive and connected no matter when or where you work You ll learn how to Set a flexible work schedule that meets your needs Remain connected and visible Get more done in less time Make the most of hybrid meetings Keep your team engaged both in person and virtually 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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HBR Guide to Making Every Meeting Matter (HBR Guide Series) Harvard Business Review, 2016-11-15 Make every minute count Your calendar is full and yet your meetings don t always seem to advance your work Problems often arise with unrealistic or vague agendas off track conversations tuned out participants who don t know why they re there and follow up notes that no one reads or acts on Meetings can feel like a waste of time But when you invest a little energy in preparing yourself and your participants you ll stay focused solve problems gain consensus and leave each meeting ready to take action With input from over 20 experts combined with useful checklists sample agendas and follow up memos the HBR Guide to Making Every Meeting Matter will teach you how to Set and communicate your meeting s purpose Invite the right people Prepare an achievable agenda Moderate a lively conversation Regain control of a wayward meeting Ensure follow through without babysitting or haranguing Arm yourself with the advice you need to succeed on the job from a source you

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HBR Guide to Motivating People (HBR Guide Series) Harvard Business Review,2019-05-28 Help your people reach their potential As a manager it s your responsibility to ensure your team is motivated and performing at a high level But recent data reveals abysmal engagement levels among workers around the globe How do you fix the problem before your most talented people walk out the door By understanding what drains your employees you can increase their job satisfaction and push them toward achieving their goals The HBR Guide to Motivating People provides practical tips and advice to help your team find meaning in their work build on their strengths and produce the best results for the organization You ll learn how to Pinpoint the root causes of lackluster performance Tailor rewards and recognition to individuals Connect routine work activities to a higher purpose Support your employees growth and development Prevent burnout especially in your top performers Create a culture of engagement 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 Smarter Networking (HBR Guide Series) Harvard Business Review,2022-08-16 Make the connections that will help you succeed and advance faster Networking doesn t stop once you ve landed the job Building a high quality diverse network is key to learning and growth influencing others and launching your ideas But how do you move beyond small talk and cold emails to building a network that is strategic and effective made up of authentic relationships The HBR Guide to Smarter Networking will give you the tools you need to connect confidently get your initiatives off the ground and move up in your career This guide will help you Make great first impressions Connect better at conferences in person or virtual Reach out to find your next job Overcome obstacles to building your network Avoid networking burnout Keep your network healthy over the long haul 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 for Women at Work (HBR Guide Series) Harvard Business Review,2018-10-23 Make your career what you want it to be Women regularly face unfair challenges in the workplace from being passed over for promotion to being ignored in conversation Unconscious bias and negative assumptions are working against them As a woman how can you break through these barriers and get what you want from your career The HBR Guide for Women at Work will help you identify and overcome the factors that are holding you back It provides practical tips and advice so you can face gender stereotypes head on make yourself visible when opportunities arise and demonstrate your leadership skills You ll learn to Speak up in meetings in a way that ensures your ideas will be heard Wield influence by building the right relationships Advocate for yourself and for what you want Align yourself with mentors and sponsors to support your growth Show passion without being perceived as too emotional Create your unique vision as a leader

HBR Guide to Emotional Intelligence (HBR Guide Series) Harvard Business Review,2017-06-06 Managing

the human side of work Research by Daniel Goleman a psychologist and coauthor of Primal Leadership has shown that emotional intelligence is a more powerful determinant of good leadership than technical competence IQ or vision Influencing those around us and supporting our own well being requires us to be self aware know when and how to regulate our emotional reactions and understand the emotional responses of those around us No wonder emotional intelligence has become one of the crucial criteria in hiring and promotion But luckily it s not just an innate trait Emotional intelligence is composed of skills that all of us can learn and improve on In this guide you ll learn how to Determine your emotional intelligence strengths and weaknesses Understand and manage your emotional reactions Deal with difficult people Make smarter decisions Bounce back from tough times Help your team develop emotional intelligence 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 Data Analytics Basics for Managers (HBR Guide Series) Harvard Business Review,2018-03-13 Don t let a fear of numbers hold you back Today s business environment brings with it an onslaught of data Now more than ever managers must know how to tease insight from data to understand where the numbers come from make sense of them and use them to inform tough decisions How do you get started Whether you re working with data experts or running your own tests you ll find answers in the HBR Guide to Data Analytics Basics for Managers This book describes three key steps in the data analysis process so you can get the information you need study the data and communicate your findings to others You ll learn how to Identify the metrics you need to measure Run experiments and A B tests Ask the right questions of your data experts Understand statistical terms and concepts Create effective charts and visualizations Avoid common mistakes

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

HBR Guide to Delivering Effective Feedback (HBR Guide Series) Harvard Business Review,2016-04-19 Take the stress out of giving feedback To help your employees meet their goals and fulfill their potential you need to provide them with regular feedback But the prospect of sharing potentially negative news can be overwhelming How do you

construct your message so that it is not only well received but also expressed in a way that encourages change Whether you are commending exemplary work or addressing problem behavior the HBR Guide to Delivering Effective Feedback provides you with practical advice and tips to transform any performance discussion from weekly check ins to annual reviews into an opportunity for growth and development You will learn to Establish trust with your direct reports Assess their performance fairly Emphasize improvement even in criticism React calmly to a defensive feedback recipient Recognize and motivate star performers Create individualized development plans 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

Harvard Business Review Guides Ultimate Boxed Set (16 Books) Harvard Business Review, Nancy Duarte, Bryan A. Garner, Mary Shapiro, Jeff Weiss, 2019-02-26

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The book delves into Hbr Guide To Building Your Business Case Hbr Guide Series. Hbr Guide To Building Your Business Case Hbr Guide Series is a vital topic that must be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Hbr Guide To Building Your Business Case Hbr Guide Series, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Hbr Guide To Building Your Business Case Hbr Guide Series
 - Chapter 2: Essential Elements of Hbr Guide To Building Your Business Case Hbr Guide Series
 - Chapter 3: Hbr Guide To Building Your Business Case Hbr Guide Series in Everyday Life
 - Chapter 4: Hbr Guide To Building Your Business Case Hbr Guide Series in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, this book will provide an overview of Hbr Guide To Building Your Business Case Hbr Guide Series. The first chapter will explore what Hbr Guide To Building Your Business Case Hbr Guide Series is, why Hbr Guide To Building Your Business Case Hbr Guide Series is vital, and how to effectively learn about Hbr Guide To Building Your Business Case Hbr Guide Series.
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 6. In chapter 5, the author will draw a conclusion about Hbr Guide To Building Your Business Case Hbr Guide Series. The final chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Hbr Guide To Building Your Business Case Hbr Guide Series.

Table of Contents Hbr Guide To Building Your Business Case Hbr Guide Series

1. Understanding the eBook Hbr Guide To Building Your Business Case Hbr Guide Series
 - The Rise of Digital Reading Hbr Guide To Building Your Business Case Hbr Guide Series
 - Advantages of eBooks Over Traditional Books
2. Identifying Hbr Guide To Building Your Business Case Hbr Guide Series
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Hbr Guide To Building Your Business Case Hbr Guide Series
 - User-Friendly Interface
4. Exploring eBook Recommendations from Hbr Guide To Building Your Business Case Hbr Guide Series
 - Personalized Recommendations
 - Hbr Guide To Building Your Business Case Hbr Guide Series User Reviews and Ratings
 - Hbr Guide To Building Your Business Case Hbr Guide Series and Bestseller Lists
5. Accessing Hbr Guide To Building Your Business Case Hbr Guide Series Free and Paid eBooks
 - Hbr Guide To Building Your Business Case Hbr Guide Series Public Domain eBooks
 - Hbr Guide To Building Your Business Case Hbr Guide Series eBook Subscription Services
 - Hbr Guide To Building Your Business Case Hbr Guide Series Budget-Friendly Options
6. Navigating Hbr Guide To Building Your Business Case Hbr Guide Series eBook Formats
 - ePub, PDF, MOBI, and More
 - Hbr Guide To Building Your Business Case Hbr Guide Series Compatibility with Devices
 - Hbr Guide To Building Your Business Case Hbr Guide Series Enhanced eBook Features
7. Enhancing Your Reading Experience

- Adjustable Fonts and Text Sizes of Hbr Guide To Building Your Business Case Hbr Guide Series
- Highlighting and Note-Taking Hbr Guide To Building Your Business Case Hbr Guide Series
- Interactive Elements Hbr Guide To Building Your Business Case Hbr Guide Series
- 8. Staying Engaged with Hbr Guide To Building Your Business Case Hbr Guide Series
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Hbr Guide To Building Your Business Case Hbr Guide Series
- 9. Balancing eBooks and Physical Books Hbr Guide To Building Your Business Case Hbr Guide Series
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Hbr Guide To Building Your Business Case Hbr Guide Series
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Hbr Guide To Building Your Business Case Hbr Guide Series
 - Setting Reading Goals Hbr Guide To Building Your Business Case Hbr Guide Series
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Hbr Guide To Building Your Business Case Hbr Guide Series
 - Fact-Checking eBook Content of Hbr Guide To Building Your Business Case Hbr Guide Series
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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