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Business
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A comprehensive
and multidiscip
linary view of

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the emerging paradigm of user and open innovation, offering both theoretical and empirical perspectives. The last two decades have witnessed an extraordinary growth of new

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models of
managing and
organizing the
innovation
process that
emphasizes
users over
producers.

Large parts of
the knowledge
economy now
routinely rely
on users,

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communities,
and open
innovation
approaches to
solve important
technological
and
organizational
problems. This
view of
innovation,
pioneered by
the economist

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Eric von

Hippel,

Free
counters the

dominant

paradigm, which

cast the profit-

seeking

incentives of

firms as the

main driver of

technical

change. In a

series of

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influential
writings, von
Hippel and
colleagues
found empirical
evidence that
flatly
contradicted
the producer-
centered model
of innovation.
Since then, the
study of user-

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driven
innovation has
continued and
expanded, with
further
empirical
exploration of
a distributed
model of
innovation that
includes
communities and
platforms in a

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variety of
contexts and
with the
development of
theory to
explain the
economic
underpinnings
of this still
emerging
paradigm. This
volume provides
a comprehensive

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and multidisciplinary view of the field of user and open innovation, reflecting advances in the field over the last several decades. The contributors—including many colleagues of

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Eric von
Hippel—offer
Free
both

theoretical and
empirical
perspectives
from such
diverse fields
as economics,
the history of
science and
technology,
law,

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management, and
policy. The

empirical
contexts for
their studies
range from
household goods
to financial
services. After
discussing the
fundamentals of
user
innovation, the

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contributors
cover
communities and
innovation;
legal aspects
of user and
community
innovation; new
roles for user
innovators;
user
interactions
with firms; and

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user innovation
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in practice,

describing
experiments,
toolkits, and
crowdsourcing,
and

crowdfunding.

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Tripsas, Georg

von Krogh

Making Change

StickHarvard

Business School

Press

This is a book

about how to

have fun and

stop worrying

about your

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kids. How? Use
the world-

renowned

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method in its
bare bones.

Parenting

Problems Do you
worry about

your child's

future? Do you
want practical

ideas for

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everyday
parenting? Do
you need help
in dealing with
tantrums,
tensions, and
tears? Have you
read parenting
books but often
feel at a loss?
Do you prefer
the simplest,
proven methods?

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Free

Do you believe
in teaching
your child to
think for
himself? Do you
want to bond
with your
child? The Help

Hi! I am Anne,
the author. If
you answered a
YES to any of
the ten

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questions, this
Study Solutions
Free book might help
on your

parenting

journey. I

answered YES to

ALL of those

questions. I

was searching

for a simple,

universal, and

easy-to-apply

parenting

Acces PDF
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approach for
Study Solutions
Free
everyday use.

The solution I
describe in my
parenting book
has been around
for 2500 years.
It's just that
nobody has
explained how
to use it with
children, in
everyday

Acces PDF
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parenting. This
Study Solutions
Free parenting tool
is no secret,
many of us have
used the
approach in
some form or
another, not
even knowing we
were parenting
with the case
method! The
Proven Method

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The Case Method
Miracle is not
about the
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traditional
sense, and you
do not have to
be a Harvard
graduate to use
the case method
in the
parenting

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setting. In fact, if you think you have to have a degree from Harvard to parent successfully, then my parenting book is not for you. I am sharing my parenting

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experience as a
mom to mom, not
as a parenting

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expert. The
teaching and
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expertise and
the proof to
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from Socrates,
the father of
teaching from

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ancient Greece
over 2,500
years ago. In
fact, this
parenting book
is as much for
fathers as for
mothers, for
caregivers and
teachers. The
Simplified
Method Over the
two years I

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studied at
Harvard
Business
School, I
analyzed and
discussed over
500 case
studies. They
follow a
certain
structure. I
took that
structure and

Acces PDF
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School Case
Study Solutions
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stripped it to
its core
elements. They
include the
main character,
the situation
description,
and the
question.
Instead of
twenty-page
descriptions of
business

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situations, the cases in my book are one-minute stories with a simple question.

Benefits

Children; the case method parenting approach

benefits:

Children stay

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out of trouble
because they
learn to think
for themselves,
own their
decisions, and
take pride in
them. Children
grow self-
confidence
because they
learn they can
face what life

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brings, with
confidence.

Children
develop mental
grit, the
ability to
stand firm
under peer
pressure,
something that
becomes more
and more
important as

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the children
grow up.

Children
develop early
literacy by
hearing and
being heard, a
crucial aspect
to literacy
development.
Parents; the
case method
parenting

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approach
benefits:

Parents learn
how to use a
proven method
in its simplest
form for a best
parenting tool.
Parents can
provide a safe
environment for
discussions
with their

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child--even
difficult
ones--because
the stories are
in third
person. Parents
bond with their
child, because
they are
sharing with
their child
from the
child's

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perspective,
communicating
not just with
love and logic,
but with love
and care,
favorites for
every child.

Two years in
the cauldron of
capitalism-"hor
rifying and
very funny"

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(The Wall
Street Journal)

In this candid
and
entertaining
insider's look
at the most
influential
school in
global
business,
Philip Delves
Broughton draws

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on his crack
reporting
skills to
describe his
madcap years at
Harvard
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School. Ahead
of the Curve
recounts the
most edifying
and surprising
lessons learned

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in the quest
for an MBA,
from the
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the unlikely
pleasures of
accounting, to
the antics of
the "booze
luge" and
other, less

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savory
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trappings of
student
culture.

Published
during the one
hundredth
anniversary of
Harvard
Business
School, this is
the unflinching
truth about

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life in the
trenches of an
iconic American
institution.

Making Change
Stick

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Works

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Street-smart
Executive

Case Studies in
Industrial

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The Real Estate
Game

The Case Study
Handbook
Teaching and
the Case Method

**In this pathbreaking
book, world-
renowned Harvard
Business School
service firm experts
James L. Heskett, W.**

**Earl Sasser, Jr. and
Leonard A.**

**Schlesinger reveal
that leading
companies stay on
top by managing the
service profit chain.
Why are a select few
service firms better
at what they do --
year in and year out
-- than their
competitors? For**

most senior managers, the profusion of anecdotal "service excellence" books fails to address this key question. Based on five years of painstaking research, the authors show how managers at American Express, Southwest

**Airlines, Banc One,
Waste Management,
USAA, MBNA,
Intuit, British
Airways, Taco Bell,
Fairfield Inns, Ritz-
Carlton Hotel, and
the Merry Maids
subsidiary of
ServiceMaster
employ a
quantifiable set of
relationships that**

directly links profit and growth to not only customer loyalty and satisfaction, but to employee loyalty, satisfaction, and productivity. The strongest relationships the authors discovered are those between (1) profit and customer loyalty; (2) employee

**loyalty and customer
loyalty; and (3)
employee
satisfaction and
customer
satisfaction.**

**Moreover, these
relationships are
mutually
reinforcing; that is,
satisfied customers
contribute to
employee**

satisfaction and vice versa. Here, finally, is the foundation for a powerful strategic service vision, a model on which any manager can build more focused operations and marketing capabilities. For example, the authors demonstrate how, in

**Banc One's
operating divisions, a
direct relationship
between customer
loyalty measured by
the "depth" of a
relationship, the
number of banking
services a customer
utilizes, and
profitability led the
bank to encourage
existing customers to**

further extend the bank services they use. Taco Bell has found that their stores in the top quadrant of customer satisfaction ratings outperform their other stores on all measures. At American Express Travel Services, offices that ticket

quickly and accurately are more profitable than those which don't. With hundreds of examples like these, the authors show how to manage the customer-employee "satisfaction mirror" and the customer value equation to achieve a

"customer's eye view" of goods and services. They describe how companies in any service industry can (1) measure service profit chain relationships across operating units; (2) communicate the resulting self-appraisal; (3)

develop a "balanced scorecard" of performance; (4) develop a recognitions and rewards system tied to established measures; (5) communicate results company-wide; (6) develop an internal "best practice" information

exchange; and (7) improve overall service profit chain performance. What difference can service profit chain management make? A lot. Between 1986 and 1995, the common stock prices of the companies studied by the authors increased

147%, nearly twice as fast as the price of the stocks of their closest competitors.

The proven success and high-yielding results from these high-achieving companies will make The Service Profit Chain required reading for senior, division, and

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**business unit
managers in all
service companies, as
well as for students
of service
management.**

**Historian David
Moss adapts the case
study method made
famous by Harvard
Business School to
revitalize our
conversations about**

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**governance and
democracy and show
how the United
States has often
thrived on political
conflict. These 19
cases ask us to weigh
choices and
consequences,
wrestle with
momentous
decisions, and come
to our own**

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conclusions.

Digital

Free
**transformation is no
longer news--it's a
necessity. Despite the
widespread threat of
disruption, many
large companies in
traditional industries
have succeeded at
digitizing their
businesses in truly
transformative ways.**

The New York Times, formerly a bastion of traditional media, has created a thriving digital product behind a carefully designed paywall. Best Buy has transformed its business in the face of Amazon's threat. John Deere has formed a data-

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**analysis arm to
complement its farm-
equipment business.**

**And Goldman Sachs
and many others are
using digital
technologies to
reimagine their
businesses. In**

**Driving Digital
Strategy, Harvard
Business School
professor Sunil**

Gupta provides an actionable framework for following their lead. For over a decade, Gupta has studied digital transformation at Fortune 500 companies. He knows what works and what doesn't. Merely dabbling in

digital or launching a small independent unit, which many companies do, will not bring success.

Instead you need to fundamentally change the core of your business and ensure that your digital strategy touches all aspects of your organization:

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**your business model,
value chain,
customer**

**relationships, and
company culture.**

**Gupta covers each
aspect in vivid detail
while providing
navigation tips and
best practices along
the way. Filled with
rich and illuminating
case studies of**

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**companies at the
forefront of digital
transformation,
Driving Digital
Strategy is the
comprehensive guide
you need to take full
advantage of the
limitless
opportunities the
digital age provides.
With The Firm,
financial journalist**

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Duff McDonald pulled back the curtain on consulting giant McKinsey & Company. In The Golden Passport, he reveals the inner works of a singular nexus of power, ambition, and influence: Harvard Business School. Harvard University

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**still occupies a
unique place in the
public's imagination,
but the Harvard
Business School
eclipsed its parent in
terms of influence on
modern society long
ago. A Harvard
degree guarantees
respect. But a
Harvard MBA near-
guarantees entrance**

**into Western
capitalism's most
powerful realm—the
corner office. And
because the School
shapes the way its
powerful graduates
think, its influence
extends well beyond
their own lives. It
affects the
organizations they
command, the**

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**economy they
dominate, and
society itself.**

**Decisions and
priorities at HBS
touch every single
one of us. Most
people have a vague
knowledge of the
power of the HBS
network, but few
understand the
dynamics that have**

**made HBS an
indestructible and
dominant force for
almost a century.
Graduates of HBS
share more than just
an alma mater. They
also share a way of
thinking about how
the world should
work, and they have
successfully molded
the world to that**

vision—that is what truly binds them together. In addition to teasing out the essence of this exclusive, if not necessarily “secret” club, McDonald explores two important questions: Has the school failed at reaching the goal it set for itself—“the

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**multiplication of
men who will handle
their current**

**business problems in
socially constructive
ways?” Is HBS
complicit in the
moral failings of
Western capitalism?
At a time of soaring
economic inequality
and growing political
unrest, this hard-**

**hitting yet fair
portrait offers a
much-needed look at
an institution that
has had a profound
influence not just in
the world of business
but on the shape of
our society—and on
all our lives.**

Real Estate

How to Read,
Page 73/319

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**Discuss, and Write
Persuasively about
Cases**

Teaming

**Inside the Harvard
Business School**

**The Heart and Soul
of High-**

Performance

Companies

Forged in Crisis

“In this

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groundbreaking
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book,
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Francesca Gino
shows us how
to spark
creativity,
excel at work,
and become
happier: By
learning to
rebel.” –
Charles

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*Duhigg, New
York Times
bestselling
author of The
Power of Habit
and Smarter
Faster Better
Do you want to
follow a
script – or
write your own
story? Award-*

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winning

Harvard

Business

School

professor

Francesca Gino

shows us why

the most

successful

among us break

the rules, and

how rebellion

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*brings joy and
meaning into
our lives.*

*Rebels have a
bad
reputation. We
think of them
as
troublemakers,
outcasts,
contrarians:
those*

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School Case

*colleagues,
friends, and
family members
who complicate
seemingly stra
ightforward
decisions,
create chaos,
and disagree
when everyone
else is in
agreement. But*

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School Case

*in truth,
rebels are
also those
among us who
change the
world for the
better with
their
unconventional
outlooks.*

*Instead of
clinging to*

*what is safe
and familiar,
and falling
back on
routines and
tradition,
rebels defy
the status
quo. They are
masters of
innovation and
reinvention,*

Acces PDF
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School Case

*and they have
a lot to teach
us. Francesca*

*Gino, a
behavioral
scientist and
professor at
Harvard
Business
School, has
spent more
than a decade*

Acces PDF
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School Case
studying
Study Solutions
rebels at
Free
organizations
around the
world, from
high-end
boutiques in
Italy's
fashion
capital, to
the World's
Best

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Restaurant, to

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fast food

chain, to an

award-winning

computer

animation

studio. In her

work, she has

identified

leaders and

employees who

exemplify

“rebel

talent,” and

whose examples

we can all

learn to

embrace. Gino

argues that

the future

belongs to the

rebel – and

that there’s a

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*rebel in each
of us. We live
in turbulent
times, when
competition is
fierce,
reputations
are easily
tarnished on
social media,
and the world
is more*

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Study Solutions
Free

*divided than
ever before.*

*In this
cutthroat
environment,
cultivating
rebel talent
is what allows
businesses to
evolve and to
prosper. And
rebellion has*

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*an added
benefit beyond
the workplace:
it leads to a
more vital,
engaged, and
fulfilling
life. Whether
you want to
inspire others
to action,
build a*

Acces PDF
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School Case

*business, or
Study Solutions
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build more
meaningful
relationships,
Rebel Talent
will show you
how to succeed
– by breaking
all the rules.
China and
India are home
to one-third*

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*of the world's
population.
And they're
undergoing
social and
economic
revolutions
that are
capturing the
best
minds--and
money--of*

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**Western
business. In
Billions of
Entrepreneurs,
Tarun Khanna
examines the e
ntrepreneurial
forces driving
China's and
India's
trajectories
of**

Acces PDF
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development.

*He shows where
these*

*trajectories
overlap and
complement one
another--and
where they
diverge and
compete. He
also reveals
how Western*

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*companies can
participate in
this*

development.

*Through
intriguing
comparisons,
the author
probes*

*important
differences
between China*

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*and India in
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areas such as
information*

and

*transparency,
the roles of
capital*

markets and

*talent, public
and private*

property

rights, social

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*constraints on
market forces,
attitudes
toward
expatriates
abroad and
foreigners at
home, entrepre
neurial and
corporate
opportunities,
and the*

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*importance of
urban and
rural*

communities.

*He explains
how these
differences
will influence
China's and
India's future
development,
what the two*

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*countries can
learn from
each other,
and how they
will
ultimately
reshape
business,
politics, and
society in the
world around
them. Engaging*

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*and incisive,
this book is a
critical
resource for
anyone working
in China or
India or
planning to do
business in
these two
countries.
With the*

**enormous
growth of the
internet and
social media
sites, digital
marketing is
now worth more
per annum than
TV advertising
in the UK.**

**Social network
advertising**

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*spending is
expected to
increase to a
staggering
\$4.3 billion
in 2011 in a
bid to attract
today's media-
savvy
consumer. The
Best Digital
Marketing*

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*Campaigns in
the World
brings
together an
international
collection of
the most
successful
digital
marketing
campaigns of
our time,*

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*assessing what
they achieved
and the
business
lessons
learnt. This
practical and
insightful
book explores
how businesses
large and
small have*

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***harnessed
social media,
blogs, forums,
online video
and email to
boost their
brand and
attract
customers.***

***Damian Ryan
and Calvin***

Jones present

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*a selection of
hand-picked
case studies,
sharing the
knowledge and
skill of the
world's top
creative
minds.*

*Covering
everything
from household*

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*names such as
Pizza Hut and
Pepsi to*

*Obama's 2008
presidential
election
campaign, this
book is the
must-read
guide for all
marketers
looking to*

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*embrace the
new digital
landscape.*

*A behind-the-
scenes view of
America's most
prestigious
business
school
examines the
Harvard
Business*

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*School's
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*strategies and
theories of
teaching
business and
profiles some
of the
school's
leading
graduates and
their careers*
Users,

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*Communities,
Study Solutions
and Open
Free
Innovation*

*Keeping
Strategy on
Track
Ahead of the
Curve
Text, Cases,
and Readings
Succeeding
from Anywhere*

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*Teaching with
Study Solutions
Cases*

*The Case Study
Handbook,
Revised
Edition*

"You've got a great idea that will increase revenue or productivity--but how do you get approval to make it happen? By

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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

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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

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do that" --

Managing School

Districts for High

Performance brings

together more than

twenty case studies

and other readings that

offer a powerful and

transformative

approach to advancing

and sustaining the

work of school

improvement. At the

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center of this work is
the concept of
organizational
coherence: aligning
organizational design,
human capital
management, resource
allocation, and
accountability and
performance
improvement systems
to support an
overarching strategy.

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This central idea provides a valuable conceptual framework for current and future school leaders. The case studies presented in *Managing School Districts for High Performance* grow out of the Public Education Leadership Project (PELP), a unique partnership

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between the Harvard
Business School, the
Harvard Graduate
School of Education,
and a network of
urban school districts.

This rich array of
cases explores the
managerial challenges
districts face as they
seek to ensure rich
learning opportunities
and high achievement

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for all students across
a system of schools.

"This book of
insightful case studies
fills a void long felt by
educational
administrators in
search of practical,
real-world training
tools. It will serve as a
catalyst for the tough
conversations district
leaders need to have

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about achieving high-quality outcomes for all students. The

Broad Center for the Management of School Systems has used many of these cases with great success, and we are excited that they are now compiled into a single collection." --

Dan Katzir, Managing
Page 117/319

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Director, The Broad Foundation "This volume is not a treatise about how schools and districts should work. Rather, it provides a deep immersion in the real dilemmas involved in advancing school district reform.

Anyone who works through these cases

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cannot help but come
away with a more
informed vision for
change, a more
reflective orientation
about the
interrelationships
among the multiple
tasks involved, and a
more prudent grasp of
what it takes to
educate all children to
high academic

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standards. The course
of study presented by
Managing School
Districts for High
Performance should
be required
professional education
for anyone charged
with advancing a
coherent agenda of
school improvement
in our diverse,
demanding, and

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School Case

rapidly changing
society." -- Anthony

S. Bryk, Spencer

Professor of

Organizational

Studies, Stanford

University "This set of

case studies offers

practitioners,

policymakers, and

scholars the

opportunity to learn

from the collective

wisdom and real-life experiences of educational leaders involved in systemic transformation.

Implementing coherent reform strategies designed to improve and sustain student performance often takes place in a vacuum. As a former urban superintendent,

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I believe that these selected educational case studies provide a compelling forum for shared experiential teaching and learning." -- Arlene Ackerman, Christian A. Johnson Professor of Outstanding Educational Practice, Teachers College, Columbia University

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"This collaboration between the Harvard Business School and the Harvard Graduate School of Education provides a set of analytical tools to address the most complex and challenging issues facing urban public schools. The contemporary case

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studies document actual choices and constraints and point to patterns and similarities across organizations, from urban schools to corporate environments." --

Carol Johnson,
Superintendent,
Boston Public Schools
Stacy Childress is a

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lecturer at Harvard
Business School.

Richard F. Elmore is
the Gregory R. Anrig
Professor of
Educational
Leadership at the
Harvard Graduate
School of Education.

Allen S. Grossman is
the MBA Class of
1957 Professor of
Management Practice

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at Harvard Business
School. Susan Moore

Johnson is the
Pforzheimer Professor
of Teaching and
Learning at the
Harvard Graduate
School of Education.

The guide all MBAs
and exec ed students
need. If you're
enrolled in an MBA or
executive education

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program, you've probably encountered a powerful learning tool: the business case. But if you're like many people, you may find interpreting and writing about cases mystifying and time-consuming. In *The Case Study Handbook, Revised Edition*, William Ellet

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presents a potent new approach for efficiently analyzing, discussing, and writing about cases. Early chapters show how to classify cases according to the analytical task they require (making a decision, performing an evaluation, or diagnosing a problem)

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and quickly establish a
base of knowledge
about a case.

Strategies and
templates, in addition
to several sample
Harvard Business
School cases, help you
apply the author's
framework. Later in
the book, Ellet shows
how to write
persuasive case-

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analytical essays
Study Solutions
based on the process
Free
laid out earlier.

Examples of effective
writing further
reinforce the methods.
The book also
includes a chapter on
how to talk about
cases more effectively
in class. Any current
or prospective MBA
or executive education

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student needs this
guide.

When facing a
difficult management
challenge, wouldn't it
be great if you could
turn to a panel of
experts to help guide
you to the right
decision? Now you
can, with books from
the Judgment Calls
series. Drawn from

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the pages of Harvard
Study Solutions
Free Business Review,
these interactive,
solutions-oriented
guides allow readers
to access the wisdom
of leading experts as
they tackle familiar
and perplexing
business situations.
These engagingly
written books will
help managers

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improve problem-solving skills and make better judgment calls under fire. A preface provides an overview and sets the context for using these provocative case studies as learning tools in corporate classrooms. A relevant chapter from an HBE volume introduces the

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topic as a refresher course. Finally, an appendix of resources such as executive summaries, guiding questions, and a list of further reading rounds out the book.

Judgment Calls provide insight into a variety of real world difficulties and offer solutions that

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managers will find both sound and practical. Our ideal reader is the business traveler who's thinking about this very issue, sees the book in the airport, and throws it in his or her briefcase to read on the plane. This volume, tentatively titled "Growing for

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Broke and Other
Stories From the
Frontlines of

Management" looks at
growth strategy. How
do you grow your
business without
sending it flying off
the rails? When
should you stick to
your core? All this
and more!

Natural Gas in a

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Redivided Europe
Hybrid Workplace:
The Insights You
Need from Harvard
Business Review
The Best Digital
Marketing Campaigns
in the World
With References and
Citations
Deep Purpose
A Student's Guide
The Golden Passport

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If you're enrolled in an executive education or MBA program, you've probably encountered a powerful learning tool: the business case. But if you're like many people,

**you may find
interpreting
and writing
about cases
mystifying,
challenging, or
downright frustr
rating. That's
not surprising:
cases are not
expository
writing and
good ones are**

**often nonlinear
and even
misleading in
their
presentation
and
organization.
Apply the
conventional
approach to
understanding
business cases,
and you may**

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waste time (at best) and arrive at faulty understandings (at worst). In The Case Study Handbook, William Ellet presents a potent new approach for analyzing, discussing, and

writing about cases. Early chapters show how to classify cases according to the analytical task they require (solving a problem, making a decision, or forming an

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**evaluation) and
quickly**

**establish a
base of
knowledge
about a case.
Strategies and
templates, in
addition to
several sample
Harvard
Business School
cases, help you**

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School Case

**apply the
author's frame
work. Later in
the book, Ellet
shows how to
write
persuasive case-
analytical
essays based
on the process
laid out earlier.
Extensive
examples of**

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**effective and
ineffective
writing further
reinforce your
learning. The
book also
includes a
chapter on how
to talk about
cases more
effectively in
class. The Case
Study**

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**Handbook will
be an**

**indispensable
learning aid for
any current or
prospective
MBA or
executive
education
student.--**

**An
inspirational,
practical, and**

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**research-based
guide for
standing up
and speaking
out skillfully at
work. Have you
ever wanted to
disagree with
your boss?
Speak up about
your company's
lack of diversity
or unequal pay**

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**practices? Make
a tough
decision you
knew would be
unpopular? We
all have
opportunities to
be courageous
at work. But
since courage
requires
risk—to our
reputations,**

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our social standing, and, in some cases, our jobs—we often fail to act, which leaves us feeling powerless and regretful for not doing what we know is right. There's a better way to

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**handle these
crucial
moments—and
Choosing
Courage
provides the
moral
imperative and
research-based
tactics to help
you become
more
competently**

Acces PDF
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School Case
Study Solutions
Free

**courageous at
work. Doing for
courage what
Angela
Duckworth has
done for grit
and Brene
Brown for
vulnerability,
Jim Detert, the
world's
foremost expert
on workplace**

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**courage,
explains that
courage isn't a
character trait
that only a few
possess; it's a
virtue
developed
through
practice. And
with the right
attitude and
approach, you**

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**can learn to
hone it like any
other skill and
incorporate it
into your
everyday life.
Full of stories
of ordinary
people who've
acted
courageously,
Choosing
Courage will**

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give you a fresh perspective on the power of voicing your authentic ideas and opinions. Whether you're looking to make a mark, stay true to your values, act with more integrity, or simply grow

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**as a
professional,
this is the guide
you need to
achieve greater
impact at work.**

**"We cannot
change the
cards we are
dealt, just how
we play the
hand."---Randy
Pausch A lot of**

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**professors give
talks titled "The
Last Lecture."**

**Professors are
asked to
consider their
demise and to
ruminate on
what matters
most to them.
And while they
speak,
audiences can't**

**help but mull
the same
question: What
wisdom would
we impart to
the world if we
knew it was our
last chance? If
we had to
vanish
tomorrow, what
would we want
as our legacy?**

When Randy Pausch, a computer science professor at Carnegie Mellon, was asked to give such a lecture, he didn't have to imagine it as his last, since he had recently

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been diagnosed with terminal cancer. But the lecture he gave--"Really Achieving Your Childhood Dreams"--wasn't about dying. It was about the importance of overcoming obstacles, of

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**enabling the
dreams of
others, of
seizing every
moment
(because "time
is all you
have...and you
may find one
day that you
have less than
you think"). It
was a**

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**summation of
everything**

**Randy had
come to
believe. It was
about living. In
this book,
Randy Pausch
has combined
the humor,
inspiration and
intelligence
that made his**

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**lecture such a
phenomenon
and given it an
indelible form.
It is a book that
will be shared
for generations
to come.**

**New
breakthrough
thinking in
organizational
learning,**

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**leadership, and
change**

**Continuous
improvement,
understanding
complex
systems, and
promoting
innovation are
all part of the
landscape of
learning
challenges**

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**today's
companies face.**

**Amy
Edmondson
shows that
organizations
thrive, or fail to
thrive, based
on how well the
small groups
within those
organizations
work. In most**

**organizations,
the work that
produces value
for customers is
carried out by
teams, and
increasingly, by
flexible team-
like entities.**

**The pace of
change and the
fluidity of most
work structures**

**means that it's
not really about
creating
effective teams
anymore, but
instead about
leading
effective
teaming.
Teaming shows
that
organizations
learn when the**

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**flexible, fluid
collaborations
they**

**encompass are
able to learn.**

**The problem is
teams, and
other dynamic
groups, don't
learn naturally.**

**Edmondson
outlines the
factors that**

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**prevent them
from doing so,
such as
interpersonal
fear, irrational
beliefs about
failure,
groupthink,
problematic
power
dynamics, and
information
hoarding. With**

**Teaming,
leaders can
shape these
factors by
encouraging
reflection,
creating
psychological
safety, and
overcoming
defensive
interpersonal
dynamics that**

inhibit the sharing of ideas. Further, they can use practical management strategies to help organizations realize the benefits inherent in both success and

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failure.

**Presents a clear
explanation of
practical
management
concepts for
increasing
learning
capability for
business
results
Introduces a
framework that**

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**clarifies how
learning
processes must
be altered for
different kinds
of work**

**Explains how
Collaborative
Learning works,
and gives tips
for how to do it
well Includes
case-study**

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**research on
Intermountain
healthcare,
Prudential, GM,
Toyota, IDEO,
the IRS, and
both Cincinnati
and
Minneapolis
Children's
Hospitals,
among others
Based on years**

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**of research,
this book shows
how leaders
can make
organizational
learning
happen by
building teams
that learn.**

**The Bridge
The Intelligent
Entrepreneur
A Selection of**

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**Cases on the
Law of
Contracts
What They
Teach You at
Harvard
Business School
Going to Market
Authentic
Leadership
Developing a
Business Case**

Provides an

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approach for
analyzing,
discussing, and
writing about
cases. This book
shows how to
classify cases
according to
analytical task
they require
(solving a
problem, making
a decision, or
forming an

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Study Solutions

evaluation) and establish a base of knowledge about a case. It shows how to talk about cases in class.

Europe and Russia are pushing against each other in a contest of economic doctrines and

political
ambitions,
seemingly
erasing the
vision of
cooperation that
emerged from the
end of the Cold
War. Thane
Gustafson argues
that natural gas
serves as a
bridge over
troubled

geopolitical
waters, uniting
the region
through common
economic
interests.

'For anyone
thinking of
doing an MBA, or
indeed anyone
who wants to
understand how
the corporate
elite are

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School Case
Study Solutions

moulded, this is
a must read'

Luke Johnson,

British

entrepreneur The

internationally

best-selling

business classic

that reveals

what it's really

like to study an

MBA at one of

the most

prestigious

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institutions in
the world.

Philip Delves
Broughton quit
his position as
New York
correspondent
for The Daily
Telegraph to
take his place
on one of the
most-coveted and
exclusive
courses in the

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world - an MBA
at Harvard
Business School
- to acquire the
wisdom reserved
for the world's
global elite.
And what he
learns is truly
jaw-dropping.
From his first
class to
graduation -
encompassing the

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guest lectures,
the Apprentice-
style tasks, the
booze-luge, the
burnouts and the
high flyers -
Delves Broughton
divulges the
advice, wisdom
and folly he
found whilst
studying at the
most prestigious
business school

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in the world.

'Anyone
considering
enrolling will
find this an
insightful
portrait of
Harvard Business
School life'
Economist 'Very
funny. An
excellent book'
Wall Street
Journal

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**This business
classic features
straight-talking
advice you'll
never hear in
school.**

**Featuring a new
foreword by
Ariel Emanuel
and Patrick
Whitesell Mark
H. McCormack,
one of the most
successful**

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entrepreneurs in
American

business, is
widely credited
as the founder
of the modern-
day sports
marketing
industry. On a
handshake with
Arnold Palmer
and less than a
thousand
dollars, he

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started

International

Management Group

and, over a four-
decade period,

built the

company into a m

ultimillion-

dollar

enterprise with

offices in more

than forty

countries. To

this day,

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McCormack's
business classic
remains a must-
read for
executives and
managers at
every level.
Relating his
proven method of
"applied people
sense" in key
chapters on
sales,
negotiation,

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reading others
Study Solutions
Free and yourself,
and executive
time management,
McCormack
presents
powerful real-
world guidance
on • the secret
life of a deal •
management
philosophies
that don't work
(and one that

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does) • the key
to running a
meeting—and how
to attend one •
the positive use
of negative
reinforcement •
proven ways to
observe
aggressively and
take the edge •
and much more
Praise for What
They Don't Teach

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You at Harvard
Business School
“Incisive,
intelligent, and
witty, What They
Don't Teach You
at Harvard
Business School
is a sure
winner—like the
author himself.
Reading it has
taught me a
lot.”—Rupert

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Murdoch,
executive
chairman, News
Corp, chairman
and CEO, 21st
Century Fox
“Clear, concise,
and informative
. . . Like a
good mentor,
this book will
be a valuable
aid throughout
your business

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career.”—Herbert
J. Siegel,

chairman, Chris-
Craft

Industries, Inc.

“Mark McCormack
describes the
approach I have
personally seen
him adopt, which
has not only
contributed to
the growth of
his business,

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but mine as well.”—Arnold Palmer “There have been what we love to call dynasties in every sport. IMG has been different. What this one brilliant man, Mark McCormack, created is the only dynasty

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ever over all
sport.”—Frank
Deford, senior
contributing
writer, Sports
Illustrated
The Everyday
Guide to Being
Brave at Work
Managing School
Districts for
High Performance
How China and
India Are

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**Reshaping Their
Futures and
Yours**

**What They Don't
Teach You at
Harvard Business
School**

**Choosing Courage
A Practical
Guide**

**Two Years at
Harvard Business
School**

This four-volume

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major work
collates and
contextualises
key papers on
the use of case
study in
education. The
collection
brings together
methodological
publications and
publications
which provide
exemplars of

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case study. The methodological material provides both critical analyses of case study and those which champion its use, offering at the same time a chronological map of the development of

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case study from
its earliest

uses to today.

Framed by an
introductory
passage in each
volume which
seeks to provide
a synopsis of
the

methodological
discussion and a
commentary on
the exemplary

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material, this set provides for serious students in education original source material to appraise the method together with exemplary sample material to help them plan and organize their case studies.

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Volume One:
Methodological
issues around
the use of case
studies in
social science

Volume Two:
Methodological
issues around
the use of case
studies in
education Volume
Three: The case
study in

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practice -
Study Solutions
general issues

and specific
examples Volume
Four: Examples
of case studies
in education
Thinkers50 Top
10 Best New
Management Books
for 2022 A
distinguished
Harvard Business
School professor

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offers a
compelling
reassessment and
defense of
purpose as a
management
ethos,
documenting the
vast performance
gains and social
benefits that
become possible
when firms
manage to get

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purpose right.
Few business
topics have
aroused more
skepticism in
recent years
than the notion
of corporate
purpose, and for
good reason. Too
many companies
deploy purpose,
or a reason for
being, as a

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promotional
vehicle to make
themselves feel
virtuous and to
look good to the
outside world.
Some have only
foggy ideas
about what
purpose is and
conflate it with
strategy and
other concepts
like "mission,"

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“vision,” and
“values.” Even
well-intentioned
leaders don’t
understand
purpose’s full
potential and
engage half-
heartedly and
superficially
with it.

Outsiders spot
this and become
cynical about

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companies and
the broader
capitalist
endeavor. Having
conducted
extensive field
research, Ranjay
Gulati reveals
the fatal
mistakes leaders
unwittingly make
when attempting
to implement a
reason for

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being. Moreover,
he shows how
companies can
embed purpose
much more deeply
than they
currently do,
delivering
impressive
performance
benefits that
reward
customers,
suppliers,

Acces PDF
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School Case

employees,
shareholders,
and communities
alike. To get
purpose right,
leaders must
fundamentally
change not only
how they execute
it but also how
they conceive of
and relate to
it. They must
practice what

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Gulati calls
Study Solutions

deep purpose,
furthering each
organization's
reason for being
more intensely,
thoughtfully,
and
comprehensively
than ever
before. In this
authoritative,
accessible, and
inspiring guide,

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Gulati takes readers inside some of the world's most purposeful companies to understand the secrets to their successes. He explores how leaders can pursue purpose more deeply by navigating the

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inevitable
tradeoffs more
deliberately and
effectively to
balance between
short- and long-
term value;
building purpose
more
systematically
into every key
organizational
function to
mobilize

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stakeholders and
enhance

performance;

updating

organizations to

foster more

autonomy and

collaboration,

which in turn

allow individual

employees to

work more

purposefully;

using powerful

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storytelling to
communicate a
reason for
being, arousing
emotions and
building a
community of
inspired and
committed
stakeholders;
and building
cultures that
don't merely
support purpose,

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but also allow employees to link the corporate purpose to their own personal reasons for being. As Gulati argues, a deeper engagement with purpose holds the key not merely to the well-being of

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individual
companies but
also to
humanity's
future. With
capitalism under
siege and
relatively low
levels of trust
in business,
purpose can
serve as a
radically new
operating system

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for the
enterprise,
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Free
enhancing
performance
while also
delivering
meaningful
benefits to
society. It's
the kind of
inspired
thinking that
businesses—and
the rest of

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us—urgently
need.

Describes the
opportunities
and risks of
commercial and
residential real-
estate
investment,
offering advice
on finding the
right property,
financing,
development, and

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sale

A WALL STREET
JOURNAL

BESTSELLER "Five
gritty leaders
whose
extraordinary
passion and
perseverance
changed
history...a
gripping read on
a timeless and
timely topic"

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—Angela

Duckworth, #1

bestselling

author of Grit

An enthralling

historical

narrative filled

with critical

leadership

insights, Forged

in Crisis, by

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Nancy Koehn,
spotlights five
masters of
crisis: polar
explorer Ernest
Shackleton;
President
Abraham Lincoln;
legendary
abolitionist
Frederick
Douglass; Nazi-
resisting
clergyman

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Dietrich

Bonhoeffer, and

environmental

crusader Rachel

Carson. What do

such disparate

figures have in

common? Why do

their

extraordinary

stories continue

to amaze and

inspire? In

delivering the

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answers to those questions, Nancy Koehn offers a remarkable template by which to judge those in our own time to whom the public has given its trust. She begins each of the book's five sections by showing her

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protagonist on
the precipice of
a great crisis:
Shackleton
marooned on an
Antarctic ice
floe; Lincoln on
the verge of
seeing the Union
collapse;
escaped slave
Douglass facing
possible
capture;

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Bonhoeffer
agonizing over
how to counter
absolute evil
with faith;
Carson racing
against the
cancer ravaging
her in a bid to
save the planet.
The narrative
then reaches
back to each
person's

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childhood and shows the individual growing—step by step—into the person he or she will ultimately become.

Significantly, as we follow each leader's against-all-odds journey, we begin to glean

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an essential
truth: leaders
are not born but
made. In a book
dense with
epiphanies, the
most galvanizing
one may be that
the power to
lead
courageously
resides in each
of us. Whether
it's read as a

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***Finally, an
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as executive
summaries,
guiding
questions, and
a list of
further
reading***

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**rounds out the
book.**

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insight into a
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offer solutions
that managers
will find both
sound and**

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and analyze a
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organized
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stay—but what**

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the
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of talent. But
designing a
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that furthers
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an opportunity
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school and
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often talk
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importance of
trust when it
comes to work:
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and building

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trust with your customers. This book provides a blueprint for how to build and maintain that trust and connection in a digital environment."

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highest levels
in their
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changes brought
on by Covid-19
have
accelerated the
transition to
remote working,
requiring the
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migration of
nearly entire
companies to
virtual work in
just weeks,
leaving
managers and
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scrambling to
adjust. This
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transition has
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companies to
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rapidly advance
their digital
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using cloud,
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tools to
accommodate
their new
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workforce.

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remote working—
including
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commute times,
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larger pool of
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applicants—many
companies,

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including
Twitter and
Google, plan to
permanently
incorporate
remote days or
give employees
the option to
work from home
full-time. But
virtual work
has it
challenges.

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Employees feel
lost, isolated,
out of sync,
and out of
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want to know
how to build
trust, maintain
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and a proper

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to successfully
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to benefit
themselves,
their groups,
and ultimately

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their
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organizations.

In the wake of
continuing
corporate
scandals there
have been few,
if any, CEOs
that have
stepped forward
as models of
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right"—except

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the former
chairman and
CEO of
Medtronic, Bill
George. George
has become the
unofficial
spokesperson
for responsible
leadership—in
business, the
media, and
academia. In

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Authentic
Leadership Bill
George makes
the case that
we do need new
leaders, not
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to bring us out
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corporate
crisis. He
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demonstrates

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that authentic
leaders of
mission-driven
companies will
create far
greater
shareholder
value than
financially
oriented
companies.

During George's
twelve-year

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leadership at
Medtronic, the
company's

market

capitalization

soared from

\$1.1 billion to

\$460 billion,

averaging 35%

per year.

George candidly

recounts many

of the toughest

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challenges he
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encountered --
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dilemmas and
battles with
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own development
as a leader. He
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rs-purpose,
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who want to
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compassion for
those they
serve. Bill
George helps
readers answer
vital questions
such as: What
should I do
when my
personal values
conflict with
company
business

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values? How do
I make trade-
offs between
the needs of my
customers, my
employees, and
my company's
shareholders?
Do I really
want to devote
my talents to
business?

Authentic

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media—and how
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but today
websites such
as Facebook,
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billion users
and account for
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percent of
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analysis of
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data from
social media

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sites,
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argues that the
secret of
successful ones
is that they
allow people to
fulfill social
needs that
either can't be
met offline or
can be met only
at much greater

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cost. This insight provides the key to how companies can leverage social platforms to create a sustainable competitive advantage. Companies need to help people

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interact with
each other
before they
will promote
products to
their friends
or help
companies in
other ways.
Done right, a
company's
social media
should benefit

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customers and
the firm.

Piskorski calls
this "a social
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such as Yelp
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and important,
A Social

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is well known
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the development
of students'
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maximize
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contract; 2)

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companies. By
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of dollars,
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hundreds of
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dreams. Along
the way, they

learned that starting great companies requires much more than a ferocious work ethic or good timing. Their hard-won insights—distilled into ten key rules—will help anyone become a

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and lucid
instruction to
show would-be
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their odds of
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