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how do you decide on the best course of action for your company to take advantage of

new opportunities by building a business case this book provides a framework for building a business case you II learn how to clearly define the opportunity you II want to address in your business case identify and analyze a range of alternatives recommend one option and assess its risks create a high level implementation plan for your proposed alternative communicate your case to key stakeholders

if you ve enrolled in an executive education or mba program you ve probably encountered a powerful learning tool the business case this text presents a potent approach for analysing discussing and writing about cases

engineering management meeting the global challenges prepares engineers to fulfill their managerial responsibilities acquire useful business perspectives and take on the much needed leadership roles to meet the challenges in the new millennium value addition customer focus and business perspectives are emphasized throughout also underlined are discussions of leadership attributes steps to acquire these attributes the areas engineering managers are expected to add value the web based tools which can be aggressively applied to develop and sustain competitive advantages the opportunities offered by market expansion into global regions and the preparations required for engineering managers to become global leaders the book is organized into three major sections functions of engineering management business fundamentals for engineering managers and engineering management in the new millennium this second edition refocuses on the new strategy for science technology engineering and math stem professionals and managers to meet the global challenges through the creation of strategic differentiation and operational excellence major revisions include a new chapter on creativity and innovation a new chapter on operational excellence and combination of the chapters on financial accounting and financial management the design strategy for this second edition strives for achieving the t shaped competencies with both broad based perspectives and in depth analytical skills such a background is viewed as essential for stem professionals and managers to exert a strong leadership role in the dynamic and challenging marketplace the material in this book will surely help engineering managers play key leadership roles in their organizations by optimally applying their combined strengths in engineering and management

the handbook of latin america in the world explains how the latin american countries

have both reacted and contributed to changing international dynamics over the last 30 years it provides a comprehensive picture of latin america's global engagement by looking at specific processes and issues that link governments and other actors social and economic within the region and beyond leading scholars offer an up to date state of the field theoretically and empirically thus avoiding a narrow descriptive approach the handbook includes a section on theoretical approaches that analyze latin america's place in the international political and economic system and its foreign policy making other sections focus on the main countries actors and issues in latin america's international relations in so doing the book sheds light on the complexity of the international relations of selected countries and on their efforts to act multilaterally the routledge handbook of latin america in the world is a must have reference for academics researchers and students in the fields of latin american politics international relations and area specialists of all regions of the world

in today s world only the smartest survive the competitive landscape is littered with graves of well known firms whose revenues profits and stock prices rose for decades until they suddenly imploded in fast changing business environments firms must adapt their strategies and innovate to remain at the top but many successful firms fail to do so instead they succumb to inertia hesitate or stick blindly to their old strategies until it is too late the ability to adapt to change is a measure of intelligence so why do firms demonstrate such low strategic iq what causes inertia and why is it so deadly how can leaders help their firms to act more intelligently this book identifies the key sources of inertia strategic structural and huma and provides practical advice on how they can be overcome to create smarter corporations it is both a wake up call for successful firms and a lifeline for firms struggling to succeed to successful firms beware you may already be dead to struggling firms have hope it is possible to pass powerful competitors by raising your strategic structural and human ig praise for strategic ig hard hitting and stimulating wells thesis carries a robust message that should make business leaders the world over sit up and think archie norman chairman of itv uk wells makes a compelling case for dramatic change ron sargent ceo of staples usa

the business case for acting sustainably is becoming increasingly compelling reducing our global footprint to sustainable levels is the defining issue of our times and it is one that can only be addressed with the active participation of the private sector however persuading well established organizations to act in new ways is never easy this book is designed to support business leaders and organizational scholars who are grappling with this challenge by pulling together leading edge insights from some of the world s best researchers as to how organizational change in general and sustainable change in particular can be most effectively managed the book begins by laying out the economic case for change while subsequent chapters describe how leaders at firms such as du pont ibm and cemex have transformed their organizations exploring issues such as the role of the senior team and the ways in which firms shift their identities build innovative cultures and processes and begin to change the world around them business leaders will find the book a source of both powerful examples and immediately actionable ideas while scholars will be deeply intrigued by the insights that emerge from the cross cutting exploration of one of the toughest challenges our society has ever faced

most business schools use case studies in their courses however these are typically based on past cases and assigned to students to solve this book describes a new approach for teaching with case studies which was developed and applied successfully at turn school of management in this approach student teams write and solve their own case study on a topic concerning current and future businesses a case can thus be on their own startup or a strategic decision of existing companies during the course the students receive intensive coaching while selecting and developing the case topic by the course advisors as well as feedback by industry experts and executives for whom the case is actually a burning question the authors present 17 cases covering strategic questions for startups and technology companies such as deutsche post bmw ryanair lufthansa stadtwerke münchen fielmann adidas siemens caribou biosciences eon airbus unicredit and ubs

the guide all mbas and exec ed students need if you re enrolled in an mba or executive education 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 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 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 analytical essays based on the process 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 student needs this guide

after all the hard work on your application you re finally in to business school now what the acceptance letter is just the beginning of your mba experience even before classes start you II face all kinds of new challenges financing your degree readjusting to homework schmoozing recruiters now you can turn to this book produced by manhattan gmat one of the leading names in gmat preparation to ready you for the challenges you II face as a newly minted mba candidate case studies cocktails will be your go to guide as you prepare to enter your mba program and throughout your time at b school the authors mbas themselves have drawn on their own experiences and interviewed current students for the inside scoop on every aspect of b school from telling the boss you re going back to school to balancing wine and cheese in one hand while networking the result is both a handbook for the social side of school and an academic primer on the material you II have to master the book even includes a glossary of need to know jargon so you won t feel lost when classmates start slinging around acronyms

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how is it like studying in a graduate business school that deliver case study teaching method are you planning to write your own case study for your graduate thesis what are the practical details to consider when writing case study the book is developed based on the author s experience when taking two years study in a graduate business school in the city of jakarta it was an executive weekend program with general management major at binus business school before participating in the program the author found it was difficult for aspiring students to find information about what is it going to like studying in a graduate business school then in early days on initial class sessions students are struggling to adjust themselves to a new way of teaching case study teaching method it is good if students can acquire this information early such as how is the typical case

study teaching method look like moreover later in the final year of their study following the completion of all required subjects students may finally decide to develop a case study for their thesis some of them may wonder i have been exposed to hundreds of case studies during my study and now i have decided that i want to write a case study by my own how do i start then chapters in this book have been arranged as such that it will practically give an illustration to aspiring students about studying in a graduate business school which adopts case method case study teaching method has been increasingly adopting by business schools around the world since its early application in harvard law school discussion within chapters are enriched with comments by graduates from indonesian business schools such as ipmi business school master of management gajah mada business school mmugm magister manajemen agribisnis mma ipb master of management universitas indonesia mmui binus business school bbs ppm institute of management sekolah tinggi manajemen ppm and prasetiya mulya business school the authors certainly hope that this book will be helpful for aspiring graduate business school students as well as for those ones pursuing their study the book is intended to serve as an illustration on previous learning experience in business schools and as a practical guide for students during their study in a graduate business school especially ones that are adopting case teaching method in addition the book will benefit those students in their final year while writing a case study as their thesis as more graduate business students choose to write case studies the more local case studies are contributed to indonesian education further this book may also be useful for parents who are planning to send their children to business schools overseas graduate business schools in indonesia can strongly be considered as feasible alternatives

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