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## Building Your Business Case

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By Raymond Sheen  
with Amy Gallo

 **Harvard  
Business  
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# Hbr Guide To Building Your Business Case

**Harvard Business Review**



## **Hbr Guide To Building Your Business Case:**

**HBR Guide to Building Your Business Case (HBR Guide Series)** ,2015-07-07 *HBR Guide to Building Your Business Case* Raymond Sheen,Amy Gallo (Business writer),2013 **HBR Guide to 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 Guides to Building Your Strategic Skills Collection (3 Books)** Harvard Business Review,2020-08-04 If you aren t working with a strategy you re wasting your time Strategy isn t just a set of plans handed down from the C suite To grow as a leader you need to understand your company s strategy and align your thinking projects and team with organizational goals and vision Master these abilities with the HBR Guides to Building Your Strategic Skills Collection This three book set which includes the HBR Guide to Thinking Strategically the HBR Guide to Managing Strategic Initiatives and the HBR Guide to Setting Your Strategy will help you change the way you think about your work manage your most important priorities and craft a strategy for long term growth You ll learn how to Understand what strategy is and what it isn t Define a clear strategy whether you re in a start up or in an established business Manage a portfolio of strategic projects Embed strategic thinking into your daily tasks and decision making Align your team around key objectives Let go of work that doesn t add value Communicate strategy throughout your organization Arm yourself with the advice you need to succeed on the job with the most trusted brand in business Packed with how to essentials from leading experts the HBR Guides provide smart answers to your most pressing work challenges

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