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~~of Finance with~~

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~~Desai (with~~

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What They Teach

You at Harvard

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Case studies

written by

professors at

HBS and other

leading business

programs

worldwide,

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world problems
and decisions
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Gary P. Pisano
is the Harry E.
Figgie, Jr.

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Administration
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development at

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Harvard Business School, where he has been on the faculty since 1988. Pisano is an expert in the fields of technology and operations strategy, the management of innovation, and competitive strategy.

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to
Teach—and Why*

...

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decided to
develop and
experiment with
innovative and
unique business
instruction
methods.

*The History of
the Case Study
at Harvard
Business School*

...

Simply put, the

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case method is a discussion of real-life situations that business

executives have faced. On

average, you'll attend three to four different classes a day, for a total of about six hours of class time

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(schedules
vary).

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That is what the
case method at
HBS prepares you
to do. How the
HBS Case Method
Works. 1. Read
and analyze the

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case. Each case is a 10-20 page document written from the viewpoint of a real person leading a real organization. In addition to background information on the situation, each case ends in a key

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decision to be
made. . . .

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Heidi Roizen, a

venture

capitalist at

SOFTBANK Venture

Capital and a

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former entrepreneur, maintains an extensive personal and professional network. She leverages this network to benefit both herself and others. The case considers the steps she's

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New
taken to build
and cultivate a
network that is
both broad and
deep.

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negotiation is a
core leadership

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Business and management

skill. This is the ability to negotiate

effectively in a

wide range of

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contexts,

including

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discussions,

corporate team

building,

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contracts,

handling
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employee

compensation,

business

acquisitions,

vendor pricing

and sales, real

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and the

fulfillment of

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School as he
takes you
through a
challenging case
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quantifies how
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managers make a
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between the
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capturing local

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Debora Spar

discusses the

challenges of

commercializing

fertility in a

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Knowledge

Initiatives are

research-fueled

"communities of
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where faculty,

students, and

alumni connect

with

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the field to

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