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Gary P. Pisano is the Harry E. Figgle, Jr. Professor of Business Administration and senior associate dean of faculty development at 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.

7 Favorite Business Case Studies to Teach—and Why ...

This case study method forms the backbone of the Harvard Business School curriculum. Back in the 1920s, HBS professors 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 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 (schedules vary).

What is the Case Study Method? - Harvard Business School

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

The HBS Case Method - MBA - Harvard Business School

Heidi Roizen, a venture capitalist at SOFTBANK Venture Capital and a 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 taken to build and cultivate a network that is both broad and deep.

Heidi Roizen - Case - Harvard Business School

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Case Selections - Harvard Business Review

Effective business negotiation is a core leadership and management skill. This is the ability to negotiate effectively in a wide range of business contexts, including dealmaking, employment discussions, corporate team building, labor/management talks, contracts, handling disputes, employee compensation, business acquisitions, vendor pricing and sales, real estate leases, and the fulfillment of ...

Business Negotiations - Program on Negotiation at Harvard ...

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Case Method Project - Harvard Business School

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Case collection: Harvard Business Publishing | The Case ...

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Operations - Working Knowledge - Harvard Business School

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