

The
**CASE
STUDY**
HANDBOOK

*How to Read, Discuss, and
Write Persuasively About Cases*

WILLIAM ELLET

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The Case Study Handbook William Ellet, 2007 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 **The Case Study Handbook, Revised Edition** William Ellet, 2018-08-28 The guide all MBAs and executive education 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

How to Discuss a Case William Ellet, 2007 **Summary of William Ellet's The Case Study Handbook** Everest Media, 2022-10-10T22:59:00Z Please note This is a companion version if you don't you scrape by as best you can **Adult Catalog: Authors** Los Angeles County Public Library, 1970 **Engineering**, 1960 Informing with the Case Method T. Grandon Gill, 2011 There are a number of marvelous books that address the topic of the case method If you are interested in facilitating cases you can look to the classic book *Teaching and the Case Method* by Louis Barnes C Roland Christensen and Abby Hansen 1994 The collection of essays on the subject *Education for Judgment The Artistry of Discussion Leadership* by C Roland Christensen David Garvin and Ann Sweet 1991 is a wonderful and inspiring read as well If your interest is case based research it would be nearly impossible to find a more authoritative source than Robert Yin's 2009 4th Edition *Case Study Research Design and Methods* which at last count has been cited nearly 29 000 times according to Google Scholar There is even a new entry to the field William Ellet's 2007 *The Case Study Handbook How to Read Discuss and Write Persuasively about Cases* that is specifically aimed at the student At first glance then the topic of case studies in education and research seems to be pretty well covered Do we really need another book on the subject I write this book believing the answer is yes While I have great affection for the classics there are a number of issues facing most business faculty not to mention faculty members from disciplines outside of business that these books simply do not address In writing this book my intention is to offer some thoughts on some of these Paradoxically these omissions arise from the very fact that the authors of the classics are undisputed masters of their craft Why this is a problem should become clear as I identify the three areas of focus for this book The first issue that I feel must be considered is using the case method with a novice audience Consider the following

When I was enrolled in the MBA program at Harvard Business School HBS in the early 1980s the curriculum consisted of nearly 900 case discussion 15 per week and perhaps as many as 20 class periods given over to lecture style presentations When I teach a case method graduate course at my own institution on the other hand I am constrained to 11 case discussions a 12 week semester As it happens I am also the only course in the entire program that employs pedagogy reasonably faithful to the case method as it is normally defined The math is very simple By the last day of my semester my students have as much experience discussing cases as I did on Thursday afternoon of the first week of my two year MBA program at HBS With the exception of faculty teaching at those rare institutions that have chosen to widely adopt the case method the situation I face is commonplace The second concern that existing books raise for me is their tendency to focus on isolated topics Specifically case facilitation case writing and case research are treated as separable activities I would argue that these three aspects of the case method which I define quite broadly are inseparable For institutions that wish to achieve the full set of benefits provided by the case method all three activities must be pursued in parallel Perhaps this is why so few institutions have achieved success through the case method In this book I will argue that achieving such integration is precisely why those rare institutions have been so successful Once you start believing that the case method can be a key to institutional success how you get there becomes a real challenge At leading institutions featuring the case method such as HBS the philosophy is largely learned through a period of apprenticeship For example I did not encounter any of the references mentioned in the first paragraph excepting Yin at any time during my 5 year doctorate at HBS Instead I went out and wrote cases facilitated discussions and did research under the guidance of faculty members who were masters of the craft How can someone without the benefit of such an experience acquire such mastery While I cannot offer any promises in this regard I will at least provide some examples and easy to follow checklists that may be of service to individuals getting started

Instant Case Studies Jean Barbazette, 2004 Publisher Description **Teaching with Cases** William Thomas

Schiano, Espen Anderson, Bill Schiano, 2014 Case method teaching immerses students in realistic business situations which include incomplete information time constraints and conflicting goals The class discussion inherent in case teaching is well known for stimulating the development of students critical thinking skills yet instructors often need guidance on managing that class discussion to maximize learning Teaching with Cases focuses on practical advice for instructors that can be easily implemented It covers how to plan a course how to teach it and how to evaluate it The book is organized by the three elements required for a great case based course 1 advance planning by the instructor including implementation of a student contract 2 how to make leading a vibrant case discussion easier and more systematic and 3 planning for student evaluation after the course is complete Teaching with Cases is ideal for anyone interested in case teaching whether basing an entire course on cases using cases as a supplement or simply using discussion facilitation techniques To learn more about the book and to see resources available visit teachingwithcases.hbsp.harvard.edu **The Case Study Handbook - Everything You**

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The Art and Craft of Case Writing William Naumes, Margaret J. Naumes, 1999-07-07 This practical comprehensive and multidisciplinary guide takes readers through the entire case writing process including the development of objectives data collection drafting the case testing and revising and the development of polished teaching notes Skills for writing both teaching cases and research cases are included The authors draw on their experience as case writers and facilitators of case writing workshops to take the reader through the entire case writing process The book is generously illustrated throughout with examples and anecdotes from the authors experiences

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Table of Contents William Ellet The Case Study Handbook Bing

1. Understanding the eBook William Ellet The Case Study Handbook Bing
 - The Rise of Digital Reading William Ellet The Case Study Handbook Bing
 - Advantages of eBooks Over Traditional Books
2. Identifying William Ellet The Case Study Handbook Bing
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an William Ellet The Case Study Handbook Bing
 - User-Friendly Interface
4. Exploring eBook Recommendations from William Ellet The Case Study Handbook Bing
 - Personalized Recommendations
 - William Ellet The Case Study Handbook Bing User Reviews and Ratings
 - William Ellet The Case Study Handbook Bing and Bestseller Lists
5. Accessing William Ellet The Case Study Handbook Bing Free and Paid eBooks
 - William Ellet The Case Study Handbook Bing Public Domain eBooks
 - William Ellet The Case Study Handbook Bing eBook Subscription Services
 - William Ellet The Case Study Handbook Bing Budget-Friendly Options

6. Navigating William Ellet The Case Study Handbook Bing eBook Formats
 - ePub, PDF, MOBI, and More
 - William Ellet The Case Study Handbook Bing Compatibility with Devices
 - William Ellet The Case Study Handbook Bing Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of William Ellet The Case Study Handbook Bing
 - Highlighting and Note-Taking William Ellet The Case Study Handbook Bing
 - Interactive Elements William Ellet The Case Study Handbook Bing
8. Staying Engaged with William Ellet The Case Study Handbook Bing
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers William Ellet The Case Study Handbook Bing
9. Balancing eBooks and Physical Books William Ellet The Case Study Handbook Bing
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection William Ellet The Case Study Handbook Bing
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine William Ellet The Case Study Handbook Bing
 - Setting Reading Goals William Ellet The Case Study Handbook Bing
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of William Ellet The Case Study Handbook Bing
 - Fact-Checking eBook Content of William Ellet The Case Study Handbook Bing
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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