

Developing Negotiation Case Studies Harvard Business School

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Developing Negotiation Case Studies Harvard This article offers three types of tailored advice for producing cases on negotiation and related topics (such as mediation and diplomacy) that are primarily intended for classroom discussion: 1) how to decide whether a negotiation-related case lead is worth developing; 2) how to choose the perspective and case type most suited to one's objectives; and 3) in by far the longest part of the discussion, 10 nuts-and-bolts suggestions for structuring and producing an excellent negotiation case study. Developing Negotiation Case Studies - Article - Harvard ... Great Negotiation Case

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Edited version forthcoming in the Negotiation Journal October 6, 2010, v2.51 James K. Sebenius, jsebenius@hbs.edu Harvard Business School Abstract While a great deal of excellent advice exists for producing case studies on managerially relevant topics in general, negotiation cases have distinctive aspects that merit explicit treatment. Free Essay: Developing Negotiation Case Studies While a great deal of excellent advice exists for producing case studies on managerially relevant topics in general, negotiation cases have distinctive aspects that merit explicit treatment. This article offers tailored advice for producing cases on negotiation and related topics (such as mediation and diplomacy) that are primarily

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