



Case in Point™

Case in Point is a set of online cases that ignites highly interactive discussions among participants. It quickly relates key leadership and management concepts to individual's specific business environments, resulting in improved leadership skills, productivity, and performance.

Designed for blended learning, *Case in Point* uses short, reality-based scenarios to provide sophisticated content based on common business dilemmas. Each case concludes with recommended best practices based on the extensive research of renowned experts.

20 *Case in Point* Titles that Resonate with Business Leaders

»» Communication

Difficult Interactions
Influencing Others

»» Decision Making

Building a Business Case
Defining Problems
Ethical Decisions
Selecting Solutions

»» Developing People

The Coach's Role
Delegating for Growth
Managing Performance
Providing Feedback
Retaining Talent

»» Innovation

Fostering Innovation
Managing Creativity

»» Leading Others

Developing a Global Perspective
Emotional Intelligence
Overseeing Change

»» Strategy

Aligning Strategy
Anticipating Risk
Cultivating Customer Loyalty
Removing Implementation Barriers

Comprehensive Facilitation Guides

A complete facilitation guide accompanies each case and includes the learning points, a case analysis revealing the learning embedded in the scenario, a detailed discussion plan, and tips for leading a case discussion. These guides are designed to substantially reduce the preparation time for facilitators.

World-Class Subject Experts

Based on real management scenarios and insights from the research and writings of experts in the field, the cases are reviewed and vetted by world-renowned content experts such as **Linda Hill, Eric Abrahamson, Dorothy Leonard, and Harry Mills.**



Harvard Business School Publishing eLearning Offerings

- Case in Point™
- The Essential Leader™
- Harvard ManageMentor®

Technical Specifications

Here is a summary of what you'll need to make full use of this program:

Operating System: Windows 98, 2000, or XP

Browser: Microsoft Internet Explorer 5.x, 5.5x, or 6.x, Netscape 6.2 or 7.1

Software: Adobe Acrobat 4.05 or better

Optional Software: Macromedia Flash 4.0 or better



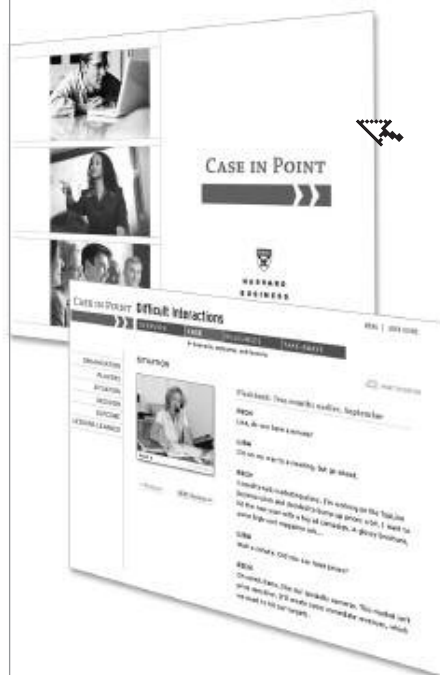
Case in Point is designed to work with SCORM and AICC certified environments.

For additional information, please visit the Help section on <http://www.eLearning.hbsp.org>.

Program Components

Case in Point is designed to be quick and efficient. The online scenario requires only 20 minutes to work through and can be followed by 30–40 minutes of group discussion.

- **Online Case Scenarios:** Each title includes a case scenario, two resource articles, a summary of the concepts covered, and an application tool for participant takeaway
- **Time-saving Facilitation Guides:** Each guide contains extensive resources that reduce facilitator preparation time to 90 minutes
- **Blended Learning Components:** Ideal for use in a participative learning environment that promotes peer-to-peer discussion and learning from others
- **User's Guide:** Online user's guide helps participants and facilitators understand product content and technical requirements, and suggests how best to use the program
- **Audio Elements:** Offers the option to read or listen to *Case in Point* topics depending on the user's preferred learning style
- **Online Resources:** Each *Case in Point* topic contains two online articles drawn from Harvard Business Review and Harvard Business School Publishing newsletters



Implementation Tool Kit

We offer an implementation tool kit to drive usage and make the company-wide launch a success. Customizable support is also available from our Implementation Services team to provide strategic and tactical expertise to all phases of the implementation process.

Hosting and Customization Options

Case in Point can be hosted or easily installed on a company's intranet. It can be customized to include co-branding, linking topics to corporate competencies, or inserting links to a company's policies and procedures or other training programs.

BLENDED LEARNING SOLUTIONS

Distribution Partner

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