



## Harvard Business Review Case Study

Topic: Business | Words: 581 | Pages: 2

Modern organizations are facing a great management succession crisis. This is an issue affecting small, medium, and large firms. This case was published some decades ago but the management problems that existed are still fresh in today's companies. After the chief executive of a renowned company in Wickersham died, there was a great problem in choosing the next president to head the firm. It was a family-owned business and so, four family members come up to vie for the vacant position. Each one of them presents different ideologies as to why they are best fit for replacing the mill's leader. Notably, every stakeholder is affected by the death of the company's leader. This is evident from the personal views of the four competitors. Charles's ideology was organizationally based, Alfred focused on the production end, David was on the part of the investor and lastly, Benjamin considered a consumer as the focus area for the business. After the elections, Alfred garnered twenty percent, David ten percent, Charles twenty-two percent, and Benjamin fourth eight percent.

The same voting was conducted after some time and the results showed that Benjamin's ideology of management was gaining popularity because she now got fifty-seven percent. This is a clear indication that service to the consumer comes first for the positive impacts of any business. The case was an event of the early years where a business goal was to focus on the production and later sell to as many customers. It is a moment where a production ideology would have been ruled by great margins. Alfred's idea of manufacturing focused more on the business part where the mills would increase production volumes were he made president.

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**Harvard Business Essentials**



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*Developing a Business Case* Harvard Business Review, 2010-12-02 How do you decide on the best course of action for your company to take advantage of new opportunities By building a business case This book provides a framework for building a business case You ll learn how to Clearly define the opportunity you ll want to address in your business case Identify and analyze a range of alternatives Recommend one option and assess its risks Create a high level implementation plan for your proposed alternative Communicate your case to key stakeholders

**Factory and Industrial Management** John Robertson Dunlap, Arthur Van Vlissingen, John Michael Carmody, 1930 *The Times Index*, 1975 Indexes the Times Sunday times and magazine Times literary supplement Times educational supplement Times educational supplement Scotland and the Times higher education supplement

**HBR Guide to Building Your Business Case** Raymond Sheen, Amy Gallo, 2015 You ve got a great idea that will increase revenue or productivity but how do you get approval to make it happen By building a business case that clearly shows its value Maybe you struggle to win support for projects because you re not sure what kind of data your stakeholders will trust or naysayers always seem to shoot your ideas down at the last minute Or perhaps you re intimidated by analysis and number crunching so you just take a stab at estimating costs and benefits with little confidence in your accuracy To get any idea off the ground at your company you ll have to make a strong case for it This guide gives you the tools to do that

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