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Developing a Business Case **The Business Case Guide** *Business Case Essentials* **HBR Guide to Persuasive Presentations** **HBR Guide to Building Your Business Case** Making the Case for Change Making Technology Investments Profitable Business Case Analysis with R **Case Studies in Business Data Processing** **The Case Study Handbook, Revised Edition** The Business Case Guide **Case Study Methodology in Higher Education** **CBAP / CCBA Certified Business Analysis Study Guide** Business Case Essentials **Marketing : 10 cases studies** International Cases in the Business of Sport The Business Case Checklist **Case Study Research for Business** **Designing Solutions for Your Business Problems** *Creating Bulletproof Business Cases* *Case Analysis and Business Problem Solving* **Keeping Strategy on Track** *Making Technology Investments Profitable* Making the Compelling Business Case *It's Personal: The Business Case for Caring* **The Definitive Guide to Getting Your Budget Approved!** *Defense Management: Comprehensive Cost Information and Analysis of Alternatives Needed to Assess Military Posture in Asia* Making the Compelling Business Case **Business Case Studies** **The Case Study Handbook** *Project Management* **The Business Case Method** Making the Business Case **Data Analysis for Business, Economics, and Policy** **Business Analysis For Dummies** **A Case Study of Our Nation's Dependence Upon Industrial Dispersal** **Digital Business Analysis** Business Analysis Service Business Development **Measuring Up**

Making Technology Investments Profitable 2011-03-31 this tutorial teaches you how to use the statistical programming language r to develop a business case simulation and analysis it presents a methodology for conducting business case analysis that minimizes decision delay by focusing stakeholders on what matters most and suggests pathways for minimizing the risk in strategic and capital allocation decisions business case analysis often conducted in spreadsheets exposes decision makers to additional risks that arise just from the use of the spreadsheet environment r has become one of the most widely used tools for reproducible quantitative analysis and analysts fluent in this language are in high demand the r language traditionally used for statistical analysis provides a more explicit flexible and extensible environment than spreadsheets for conducting business case analysis the main tutorial follows the case in which a chemical manufacturing company considers constructing a chemical reactor and production facility to bring a new compound to market there are numerous uncertainties and risks involved including the possibility that a competitor brings a similar product online the company must determine the value of making the decision to move forward and where they might prioritize their attention to make a more informed and robust decision while the example used is a chemical company the analysis structure it presents can be applied to just about any business decision from it projects to new product development to commercial real estate the supporting tutorials include the perspective of the founder of a professional service firm who wants to grow his business and a member of a strategic planning group in a biomedical device company who wants to know how much to budget in order to refine the quality of information about critical uncertainties that might affect the value of a chosen product development pathway what you ll learn set up a business case abstraction in an influence diagram to communicate the essence of the problem to other stakeholders model the inherent uncertainties in the problem with monte carlo simulation using the r language communicate the results graphically draw appropriate insights from the results develop creative decision strategies for thorough opportunity cost analysis calculate the value of information on critical uncertainties between competing decision strategies to set the budget for deeper data analysis construct appropriate information to satisfy the parameters for the monte carlo simulation when little or no empirical data are available who this book is for financial analysts data practitioners and risk business professionals also appropriate for graduate level finance business or data science students

Measuring Up

Keeping Strategy on Track 2011-04-19 the book is a collection of cases for management students and other interested readers it includes both long and short cases the focus of the first three cases is project management including the one about managing risk they are semi solved but the case questions try to explore issues raised during the course of design or implementation of a given solution the next one deals with the management of change the fifth one is concerned with looming profitability the goal of the rest of the cases is management information systems mis consequently e commerce and knowledge management are talked about some are discussing generic business issues thus a range of subjects makes the collection useful for a variety of audience

Making the Business Case 2013-07-22

Making the Compelling Business Case 2007-04-17 this book frames business analysis in the context of digital technologies it introduces modern business analysis techniques including a selection of those in the business analysis body of knowledge babok by the international institute of business analysis iiba and exemplifies them by means of digital technologies applied to solve problems or exploit new business opportunities it also includes in depth case studies in which business problems and opportunities drawn from real world scenarios are mapped to digital solutions the work is summarized in seven guiding principles that should be followed by every business analyst this book is intended mainly for students in business informatics and related areas and for professionals who want to acquire a solid background for their daily work it is suitable both for courses and for self study additional teaching materials such as lecture videos slides question bank exams and seminar materials are accessible on the companion web page

The Case Study Handbook, Revised Edition 2018-08-28 a must have resource for anyone preparing for the version 2 0 of the cbap exam as organizations look to streamline their production models the need for qualified and certified business analysts is growing the certified business analyst professional cbap certification is the only certification for this growing field and this study guide is an essential step towards preparation for the cbap exam with this resource you ll benefit from coverage of both the cbap as well as the ccba certification in competency in business analysis exam each chapter covers the business analysis standards and best practices and includes a list of exam topics covered followed by in depth discusses of those objectives real world hands on scenarios help take the learning process a step further covers version 2 of the business analyst body of knowledge babok offers invaluable preparation for both the cbap and ccba exams includes a list of exam topics and presents detailed discussions of each objective features real world scenarios best practices key terms and a wide range of helpful topics that will prepare you for taking the exams shares practice exam questions topic summaries and exam tips and tricks all aimed at providing a solid foundation for achieving exam success this valuable study guide provides you with the preparation you need to confidently take the cbap and ccba exams

The Definitive Guide to Getting Your Budget Approved! 2013-11-26 a comprehensive textbook on data analysis for business applied economics and public policy that uses case studies with real world data

The Business Case Checklist 2012-02-21 a guide to getting the crucial business case right every time showing professionals how to calculate the value of typical budgeting and funding requests quickly and easily making technology investments profitable second edition applies the value

realization process using proven strategies that maximize the business payoff from it projects filled with case studies this innovative book enables managers to confidently quantify in a matter of minutes the true business value of funding a desired project new edition explains how to proactively manage the conversion of a business case s value promise to its value realization includes dozens of new case studies on realizing maximum value from it enabled investments from various industries and around the world new checklists and tables a dedicated site containing additional material case studies chat rooms and blogs on the value realization process the second edition provides senior executives project managers and technical staff with new insights on how to get the crucial business case right while also explaining how to proactively manage the conversion of the business case s value promise into the value reality of a completed project

Creating Bulletproof Business Cases 1967 the definitive guide is a practical guide to the real world of business cases its focus are the necessities of building actual business cases yet without cutting short on the theoretical background as far as it is needed the described business case methodology is beneficial for case builders and decision makers and assumes no prior background in finance or business planning for more than 15 years solution matrix has helped thousands of business professionals in organizations like bmw cisco systems inc ericsson sap and siemens to understand the essentials of a business case and deliver business case results that score high in credibility accuracy and practical value this book enables you to profit from their experience and specific business case method to get your budget approved the definitive guide has various advantages 30 case studies from 10 different industries are enclosed the comprehensible method is applicable to any project a free 140 days trial version of crystal ball c oracle worth 360 is included you can start building your business case immediately while reading the book it is an introduction for business case beginners and a handbook for those more experienced in building business cases after having read the book you will know the essentials of a strong business case how to prepare a business case scientifically how to calculate the return on investment roi and other financial metrics how to measure even soft benefits of your project in monetary terms how to validate your results statistically how to present the business case convincingly to the decision makers content by offering an easy example of an actual business case throughout the book ensures that all parts of the method are understood profoundly the book covers the entire process of building a solid business case step by step part i influence matrix a tool for reducing the project s complexity while grasping the most important components of the entire project in respect to the outcome which is to be measured how to capture any complex project completely and yet structured enough so that the entire business case is valid verifiable and convincing part ii financial model the core of the business case is about more than just filling in the right numbers how to build a structured financial model based on the influence matrix how to structure it which data to use from whom is data to be obtained in which form how to fill it into the financial model part iii risk and sensitivity analysis validating the numbers statistically is the key to a sound business case basic statistical knowledge that is necessary for building and interpreting a solid business case is given what is the difference between risk and sensitivity analysis how to run a risk and sensitivity analysis how to interpret it the appendix includes a library of 30 influence matrices from 10 different industries they offer direct practical guidance to similar projects you might be working on the 140 day trial version of crystal ball c oracle which is needed for a substantial risk and sensitivity analysis allows you to complete your solid business case right away an extensive index makes this book not only a practical handbook for business case beginners but also for those who are already very experienced and wish to use it for checking specific details only our companion publication building return on investment roi and business case analysis video training on dvd provides a practical step by step dvd training for business case builders and their organizations

Business Analysis For Dummies 2019-01-25

Digital Business Analysis 2012-05-24

Making the Case for Change 2014-09-03 a guide to getting the crucial business case right every time showing professionals how to calculate the value of typical budgeting and funding requests quickly and easily making technology investments profitable second edition applies the value realization process using proven strategies that maximize the business payoff from it projects filled with case studies this innovative book enables managers to confidently quantify in a matter of minutes the true business value of funding a desired project new edition explains how to proactively manage the conversion of a business case s value promise to its value realization includes dozens of new case studies on realizing maximum value from it enabled investments from various industries and around the world new checklists and tables a dedicated site containing additional material case studies chat rooms and blogs on the value realization process the second edition provides senior executives project managers and technical staff with new insights on how to get the crucial business case right while also explaining how to proactively manage the conversion of the business case s value promise into the value reality of a completed project

International Cases in the Business of Sport 2017-02-28 when facing a difficult management challenge wouldn t it be great if you could turn to a panel of experts to help guide you to the right decision now you can with books from the judgment calls series drawn from the pages of harvard business review these interactive solutions oriented guides allow readers to access the wisdom of leading experts as they tackle familiar and perplexing business situations these engagingly written books will help managers improve problem solving skills and make better judgment calls under fire a preface provides an overview and sets the context for using these provocative case studies as learning tools in corporate classrooms a relevant chapter from an hbe volume introduces the topic as a refresher course finally an appendix of resources such as executive summaries guiding questions and a list of further reading rounds out the book judgment calls provide insight into a variety of real world difficulties and offer solutions that managers will find both sound and practical our ideal reader is the business traveler who s thinking about this very issue sees the book in the airport and throws it in his or her briefcase to read on the plane this volume tentatively titled growing for broke and other stories from the frontlines of management looks at growth strategy how do you grow your business without sending it flying off the rails when should you stick to your core all this and more

Business Case Essentials 2020-01-07 designing solutions for your business problems is an essential resource for managers and consultants who help organizations resolve ambiguous problems and develop new opportunities taking a hands on practical approach betty vandenbosch a leading management consultant and educator outlines the details on how to conduct a proven process for designing solutions designing solutions for your business problems will teach you how to curtail investigation and generate and justify ideas without sacrificing thoroughness creativity persuasiveness and fit you will be able to capitalize on more opportunities and your problem solving skills will become more efficient and your solutions more compelling this book will help you design better solutions and design them faster betty vandenbosch offers a variety of useful techniques such as the scooping diagram which provides a framework for action and the logic diagram which tests the validity of a potential solution in addition the book contains illustrative real life examples of the designing solutions approach from a variety of organizations

Defense Management: Comprehensive Cost Information and Analysis of Alternatives Needed to Assess Military Posture in Asia 2017-12-10 your go to guide on business analysis business analysis refers to the set of tasks and activities that help companies determine their objectives for meeting certain opportunities or addressing challenges and then help them define solutions to meet those objectives those engaged in business analysis are charged with identifying the activities that enable the company to define the business problem or opportunity define what the solutions looks like and define how it should behave in the end as a ba you lay out the plans for the process ahead business analysis for dummies is the go to reference on how to make the complex topic of business analysis easy to understand whether you are new or have experience with business analysis this book gives you the tools techniques tips and tricks to set your project s expectations and on the path to success offers guidance on how to make an impact in your organization by performing business analysis shows you the tools and techniques to be an effective business analysis professional provides a number of examples on how to perform business analysis regardless of your role if you re interested in

learning about the tools and techniques used by successful business analysis professionals business analysis for dummies has you covered
The Business Case Guide 2002 a brief but complete outline of what belongs in a business case and why it belongs it assumes no prior background in finance or business planning the focus is on questions like these how do i prove that one choice is the best business decision how do i show that all important costs and benefits are included how do i show that alternative action proposals are compared fairly how do i establish value for benefits even non financial benefits how do i build a business case when i am in a government or non profit organization how do i minimize risk and show management how to maximize business results

Business Case Essentials 2009 terrified of speaking in front of a group or simply looking to polish your skills no matter where you are on the spectrum this guide will give you the confidence and the tools you need to get results learn how to win over tough crowds organize a coherent narrative create powerful messages and visuals connect with and engage your audience show people why your ideas matter to them and strike the right tone in any situation

HBR Guide to Building Your Business Case 2015 the best time to stop projects or programs that will not be successful is before they are ever started research has shown that the focused use of realistic business case analysis on proposed initiatives could enable your organization to reduce the amount of project waste and churn rework by up to 40 percent potentially avoiding millions of dollars lost on projects programs and initiatives that would fail to produce the desired results this book illustrates how to develop a strong business case which links investments to program results and ultimately with the strategic outcomes of the organization in addition the book provides a template and example case studies for those seeking to fast track the development of a business case within their organization making the case for change using effective business cases to minimize project and innovation failures provides executive teams and change agents with the information required to make better business case decisions this book can be used throughout the life cycle of the project to assist with gaining a better understanding of the following key knowledge areas for developing a business case understanding the present problem improvement opportunity documenting how the project program or initiative will add value to the organization validating the data and the assumptions that the projected improvements are based upon calculating the level of confidence that can be placed upon the conclusions that are reached assessing the alternative solutions that were considered weighing the costs vs the benefits of the proposed initiative analyzing and mitigating the risks to completing 100 percent of the project s goals eliciting and prioritizing the requirements of key stakeholders and subject matter experts identifying the key people that are involved in the proposed project and the skills needed to implement the proposed change obtaining consensus on the decision to move forward as well as on the methods used and the conclusions specified in the analysis ideal for executives and project initiative managers seeking approval of an activity initiative program or project the book presents proven tips advice suggestions and recommended courses of action for developing effective business cases in addition suggestions for recruiting a responsible senior officer or sponsor for the project and for engaging an audience are provided the authors combine their own experience in business case development with approaches used by world class organizations they provide a general range of assessment criteria that can be applied to almost any type of project business cases the text discusses each of the 8 activities and the 35 tasks that make up the business case development process this process supplies you with a proven approach for creating comprehensive and well constructed business case evaluations that will either ensure the success of your project or eliminate unsuccessful projects programs and initiatives before they start

Making the Compelling Business Case 2021-04-19 a new edition of the most popular book of project management case studies expanded to include more than 100 cases plus a super case on the iridium project case studies are an important part of project management education and training this fourth edition of harold kerzner s project management case studies features a number of new cases covering value measurement in project management also included is the well received super case which covers all aspects of project management and may be used as a capstone for a course this new edition contains 100 plus case studies drawn from real companies to illustrate both successful and poor implementation of project management represents a wide range of industries including medical and pharmaceutical aerospace manufacturing automotive finance and banking and telecommunications covers cutting edge areas of construction and international project management plus a super case on the iridium project covering all aspects of project management follows and supports preparation for the project management professional pmp certification exam project management case studies fourth edition is a valuable resource for students as well as practicing engineers and managers and can be used on its own or with the new eleventh edition of harold kerzner s landmark reference project management a systems approach to planning scheduling and controlling pmp and project management professional are registered marks of the project management institute inc

The Case Study Handbook 1981 how can manufacturers of capital goods succeed in service business development what are the potential network approaches for manufacturing companies planning on extending their service business over the last decade the business environment of capital goods manufacturers has changed dramatically few capital goods manufacturers are able to outrun the competition with pure product related technologies and innovation alone for this reason they have added services to products as a way of responding to eroding margins and the loss of strategic differentiation through product innovation and technological superiority based on over twelve years of research this book provides academics and business professionals with a thorough overview of the strategies available for value creation through service business development it features case studies and covers a wide range of topics including emerging issues such as service business in small and medium sized companies business innovation through services and the impact of rapidly growing asian markets

The Business Case Guide 2014-07-01 renault samsung lacoste this book provides opportunities to discover a selection of issues recently faced by 10 major french companies each case offers in a clear and structured manner a case presentation sheet including the problem statement learning objectives as well as the main themes and marketing tools used throughout the case a narrative reviewing important information about the company and its environment leading to the problem to be investigated a series of questions guiding the draft of a structured solution a detailed solution outlining the main strategic recommendations based on real issues and written in collaboration with the companies the 10 fi eld based case studies allow applying marketing principles theories and models segmentation positioning marketing plan as well as designing strategies at the product price place and promotion levels learning by doing applied to marketing

Marketing : 10 cases studies 2013 inadequate or non existent business cases usually result in unclear project scope this often leads to scope creep which results in rework cost overruns delays etc in addition inappropriate approaches on projects often lead to rigid solutions such as selecting a commercial off the shelf cots package when a custom solution is warranted this paper addresses the problem of projects not meeting business needs it begins with an overview of business cases and then discusses the various aspects of analyzing business needs in addition it recommends solutions that have a feasible approach it gives extensive coverage of cost justifying projects including cost benefit analysis it also identifies the pitfalls to avoid when recommending projects the paper concludes with 10 tips for presenting a business case

Case Study Methodology in Higher Education 2019-06-28 contemporary sport is big business major teams leagues franchises merchandisers and retailers are in fierce competition in a dynamic global marketplace now in a fully revised and updated second edition international cases in the business of sport presents an unparalleled range of cutting edge case studies that show how contemporary sport business is done and provides insight into commercial management practice written by a team of international experts these case studies cover organisations and events as diverse as the nba the americas cup the tour de france the pga tour fc barcelona and the australian open tennis they explore key contemporary themes in sport business and management such as broadcast rights social media strategic development ownership models mega events sports retailing globalisation corruption and financial problems each case study also includes discussion questions recommended reading and links to

useful web resources international cases in the business of sport is an essential companion to any sport business or sport management course and fascinating reading for any sport business professional looking to deepen their understanding of contemporary management

Business Analysis 2004

CBAP / CCBA Certified Business Analysis Study Guide 2011-05-10 the only case study research textbook written exclusively for students of business and related disciplines using a step by step approach case study research for business takes you right through the case study research process from research design and data collection using qualitative and quantitative methods to research analysis writing up and presenting your work key features takes a multidisciplinary approach to case study research design by drawing on research philosophies to improve student understanding of these critical research traditions and hence provide firmer theoretical foundations for their research coverage of contemporary topics such as research ethics and access packed with practical examples from all areas of business pedagogical features include vignettes exercises and cases which directly relate to business research case study research for business will prove a valuable resource for undergraduate postgraduate and research students of business and related disciplines

It's Personal: The Business Case for Caring 2008 a good business case is so much more than simply the means to justify a decision a well written and well researched business case will secure funding make sure any project stays on the right side of regulation mobilize support for the cause provide the platform for managing the project and the benchmark against which to measure progress ian gambles making the business case shows you how to make sense of the task at hand develop a strategy articulate your options define the benefits establish the costs identify the risks and make a compelling case just as with the best business cases the text is concise jargon free and easy to read illustrated throughout with practical examples drawn from real cases and including reflective exercises at the end of each chapter to help you consolidate what you have learned at only 198 pages long this is a jewel of a book essential reading for the manager tasked with making the business case the senior manager who needs to understand and test it and the project manager who is responsible for delivering whatever is agreed on

A Case Study of Our Nation's Dependence Upon Industrial Dispersal 2011-11-08

Service Business Development

Business Case Analysis with R 2018-03-01 the guide all mbas and exec ed 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

Business Case Studies 2013-01-22 the definitive guide on the roles and responsibilities of the business analyst business analysis offers a complete description of the process of business analysis in solving business problems filled with tips tricks techniques and guerilla tactics to help execute the process in the face of sometimes overwhelming political or social obstacles this guide is also filled with real world stories from the author s more than thirty years of experience working as a business analyst provides techniques and tips to execute the at times tricky job of business analyst written by an industry expert with over thirty years of experience straightforward and insightful business analysis is a valuable contribution to your ability to be successful in this role in today s business environment

Project Management 2012-09-28 publisher description

Data Analysis for Business, Economics, and Policy 1966

Designing Solutions for Your Business Problems 2011 it s personal the business case for caring thoughtfully examines the human connection movement tm in the workplace which is fueled by a growing desire among employees to feel more connected to one another and as a result better connected to their jobs this movement which is especially important given the challenges of today s new work from home environment has transformed the role of employers into the benefactors of wellbeing it s personal the business case for caring serves as a strategic and tactical guide for company leaders who want to embrace this transformational change improve employee engagement and drive business results written by lorna borenstein founder and ceo of the on demand wellbeing engagement solution grokker it s personal the business case for caring can be used by leaders to justify why creating a caring environment is a vital corporate strategy not just because it s the right thing to do but because it s the smart thing to do the chapters have been organized to build one from the next starting with an examination of employees changing needs and concluding with the practical aspects of managing workforce culture and benefits in addition to the author s insights backed by a combination of data and real world experience it s personal the business case for caring includes testimonials from business leaders at the most innovative employers showcasing real world examples of organizational caring in action these guest perspectives from leaders at companies such as aetna southwest airlines and morningstar each expound on a topic key idea or issue from within the chapter helping to reinforce the book s unique global perspective designed to help readers understand the context for caring why now is the time to take a fresh look at the employer employee relationship and appreciate leadership s role in not only culture change but in improving the life and work experiences of employees it s personal the business case for caring is at once inspirational practical and timely the book will be appreciated by even the most time crunched and under resourced readers who want to do the right thing for their employees

The Business Case Method 2021-05-06

Case Studies in Business Data Processing 1972-06-18 in higher education case studies can be utilized to have students put themselves into problems faced by a protagonist and by doing so address academic or career related issues working through these issues provides students with an opportunity to gain applied perspective and experiences professors in higher education who choose this method of teaching require navigational tools to ensure that students achieve stated learning objectives case study methodology in higher education is an essential research publication that focuses on the history and theories relating to case study methodology including techniques for writing case studies and utilizing them in university settings to prepare students for real life career related scenarios this publication features a wide range of topics such as educational leadership case writing and teacher education it is essential for educators career professionals higher education faculty researchers and students

Making Technology Investments Profitable 2013-11-26 if you re enrolled in an executive education or mba 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 challenging or downright frustrating in the case study handbook william ellet presents a potent new approach for analyzing discussing and writing about cases early chapters show how to classify cases according to the analytical task they require solving a problem making a decision or forming an evaluation 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 extensive examples of effective and ineffective writing further reinforce your learning 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 to read this book

Case Analysis and Business Problem Solving 2008 providing the necessary background information and hands on tools to build compelling

business cases this book will increase the reader's capability to champion new business development ideas take them to senior management and facilitate the decision process by understanding the key theories and practices of finance and corporate investments

Case Study Research for Business 2003-08-04 providing the necessary background information and hands on tools to build compelling business cases this book will increase the reader's capability to champion new business development ideas take them to senior management and facilitate the decision process by understanding the key theories and practices of finance and corporate investments

HBR Guide to Persuasive Presentations 2012 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

Developing a Business Case 2010-11-23 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

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