

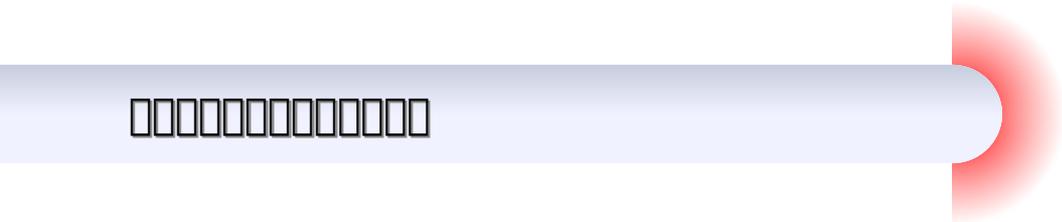
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A good case study will contain:

- 1) **The challenge:** Begin by introducing the difficulty. It's significant to emphasize the stakes concerned. If potential use the customer's own terms in the form of a quotation to frame this.
- 2) **The customer:** Bring in your customer. What do they do and who are they and?
- 3) **The journey:** What steps did the client take in trying to explain the problem? Did they try other services or products? Why didn't it pan out?
- 4) **The discovery:** This section will act the bridge to the rest of the [Case Solution](#) study. Describe how the customer came to learn of the product or solution. Was it at a trade show?
- 5) **The solution:** This is where you swagger your stuff. Focus on being more instructive than promotional. Emphasize those details that matter most to your reader.
- 6) **The implementation:** How was the product or service implemented into the clients business? Highlight areas of trouble and how you may have gone the extra mile to confirm your customer was pleased. A manager or engineer can smell a sales work a mile away. Be truthful. It lends trustworthiness and makes it more forceful.
- 7) **The [Case Analysis](#) Study Solution advertising Reward:** The mileage of a good case study is hard to calculate. Result makers will use them as reference and cause. Sales reps will use them to create a point and get their base in the door. When unsolicited mail at trade shows are inside layer the floors and waste baskets your [Case Study Solution](#) will be read and reserved on hand. It's not rare to rewrite a convincing case study into a press release, magazine use in yearly news, or send in emails. It is a good start to a advertising campaign.

# Hbr Case Study



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