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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.
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□2006□11□□ □□□□□□□□□□□□□□,2006-11-01 Intuit Scott Cook Rosabeth Moss Kanter Accenture 25 **Stand Out** Dorie

Clark, 2015-04-21 Standing out is no longer optional Too many people believe that if they keep their heads down and work hard they ll be recognized on the merits of their work But that s simply not true anymore Safe jobs disappear daily and the clamor of everyday life drowns out ordinary contributions To make a name for yourself to create true job security and to make a difference in the world you have to share your unique perspective and inspire others to take action But in a noisy world where it seems everything s been said and shouted from the rooftops how can your ideas stand out Fortunately you don t have to be a genius or a worldwide superstar to make an impact Drawing on interviews with more than fifty thought leaders in fields ranging from business to genomics to urban planning Dorie Clark shows how these masters achieved success and how anyone with hard work can do the same Whether it s learning to ask the right questions developing and building on an expert niche or combining disparate fields to get a new perspective Clark outlines ways to develop the ideas that set you apart Of course having a breakthrough insight is only half the battle If you really want to share your ideas you have to find a way to build an audience communicate your message and inspire others to embrace your vision Starting small is fine Clark provides a step by step guide to help you leverage your existing networks attract new people to your cause and ultimately build a community around your ideas Featuring vivid examples based on interviews with influencers such as Seth Godin David Allen and Daniel Pink Clark shows you how to break through and ensure that your ideas get noticed Becoming a thought leader in your company or in your profession is the ultimate career insurance But even more important it s also a chance to change the world for the better Whatever your cause perspective or point of view the world can t afford for the best ideas to remain buried inside you Whether it s how to improve the educational system or how to make your company more efficient your ideas matter The world needs your insights and it s time to be bold

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