

How to Access Two Great Resources from Harvard Business Publishing



HBS Select Case Study Collection

This collection of more than 2,000 Harvard Business School case studies provides you with real-world business and corporate scenarios.

You can use them to examine issues related to:

- Career growth
- Dynamics of business and society
- Navigating changing workplaces
- Managing teams
- Making personal decisions

Core Curriculum

76 Core Curriculum readings authored by faculty at Harvard Business School prepare you for in-depth classroom discussions.

Subjects covered:

- Accounting
- Entrepreneurship
- Finance
- Marketing
- Operations management
- Organizational behavior
- Strategy

Harvard Business School (HBS) Select Case Study Collection

Begin by searching for a specific case study assigned to you, either with keywords or the full title of the case study. For example, *Southeastern Asset Management Challenges Buyout at Dell*.

Select PDF Full Text in the left column to view the full Case Study.

The screenshot shows the EBSCOhost search results page. The search bar at the top contains the text "Southeastern Asset Management Buyout at Dell". Below the search bar, there are options to "Select a Field (optional)" and a "Search" button. The results list shows one result, "Southeastern Asset Management Challenges Buyout at Dell". The left sidebar contains a "Detailed Record" section with a "PDF Full Text" button highlighted. Below this, there is a "Related Information" section with links to "Most Relevant Pages From This eBook" and "Table of Contents". The main content area displays the "Description" of the case study, the "Authors" (Aldo Sesia, Paul M. Healy, Suraj Srinivasan), the "Publication Information" (N.p.: HBP Education Case Study Collection, 2014), the "Resource Type" (eBook), the "Categories" (BUSINESS & ECONOMICS / General), the "Accession Number" (2300565), the "Publisher" (Print/E-mail/Save 50 Pages), the "Permissions" (Unlimited Copy/Paste), and the "Concurrent User Level" (Unlimited User Access).

Within the Case Study, you can choose to add it to your personal folder, and you can save, print or email pages.

Access the navigation in the left column to jump to certain sections within the text using the Table of Contents.

You can choose to search within a chapter or add your thoughts to the My Notes section.

The screenshot shows the full case study page. The left sidebar contains a "Table of Contents" section with a list of sections: Cover, Southeastern Asset Management Challenges Buyout at Dell, Southeastern Asset Management, Dell Inc., Taking Dell Private, Southeastern's Reaction, Go-Shop, Alternative Proposals, Reflections, and Endnotes. The main content area displays the title "Southeastern Asset Management Challenges Buyout at Dell" and the authors "PAUL HEALY, SURAJ SRINIVASAN, ALDO SESIA". Below the title, there is a quote from Michael Dell and Silver Lake: "Michael Dell and Silver Lake both had the kind of numbers on the company that we did, which is of course the reason they wanted to take Dell private. We said over and over, 'It's not about the PC!'". The text continues with a quote from Staley Cates, president and CIO, Southeastern Asset Management: "In October 2013, Staley Cates, president and chief investment officer at Southeastern Asset Management Company, reflected on events of the prior ten months. Southeastern had been in a fierce battle with Dell Inc.'s board to prevent Michael Dell and Silver Lake Partners, a private equity firm, from taking Dell private. Several shareholder votes had been cancelled just as Southeastern seemed poised to win the battle. But in the end, on September 12, 2013, Dell's shareholders approved the transaction and Southeastern lost their dissident campaign. Cates and his colleagues were frustrated with the outcome and wondered what, if anything, they should have done differently."

Core Curriculum

Three resources help you explore concepts, frameworks and theories introduced in the Core Curriculum readings:

- 1 **Interactive illustrations** highlight different business topics and key foundational concepts.
- 2 **Sidebar and Practice questions** can help you understand the business concepts and foundational frameworks.
- 3 **Videos** demonstrate best practices from industry leaders as well as Harvard Business School faculty.

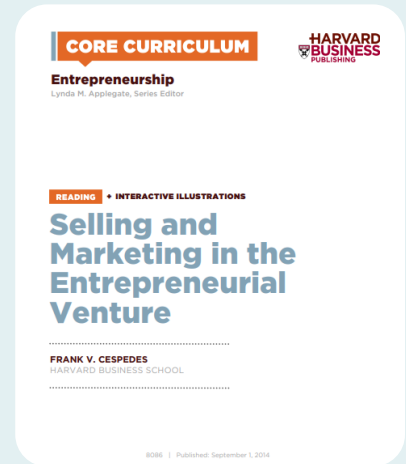
Core Curriculum Reading

The Table of Contents will indicate whether there are illustrations or videos within the reading.

Table of Contents	
1 Introduction	3
2 Essential Reading	4
2.1 Understanding Customers	4
Products versus Problems	5
New Product Versus the Status Quo	7
Early Adopters versus Mainstream Customers	8
2.2 Visiting Potential Customers	10
Selecting Customers and Scheduling Visits	10
Planning and Conducting Visits	12
Learning From Visits	13
2.3 Identifying Core Customers	13
Determining Identification Criteria	14
Assessing Transaction Costs	14
Segmenting Rather than Partitioning Customers	15
2.4 Identifying a Venture's Core Customers: A Case Study	17
Assembling and Analyzing Customer Data	18
Developing Preliminary Hypotheses	18
Refining the Hypotheses	19
Tailoring the Sales Model to Core Customers	19
2.5 Entrepreneurial Selling: Why, What, How, Where	20
Why Selling Is Important	20
What Research Indicates About Effective Salespeople	21
How to Get Better at Selling	21
2.6 Integrating Entrepreneurial Selling and Marketing	22
Sales as a Boundary Role	23
The Sales Funnel	24
The Go-to-Market System	25
3 Supplemental Reading	26
3.1 A Closer Look at the Status Quo Bias	26
Loss Aversion	26
How Entrepreneurs Can Combat the Status Quo Bias	29
3.2 Case Study: SignalFire Telemetry Inc.	30
4 Key Terms	35
5 For Further Reading	35
6 Endnotes	36
7 Appendix	38

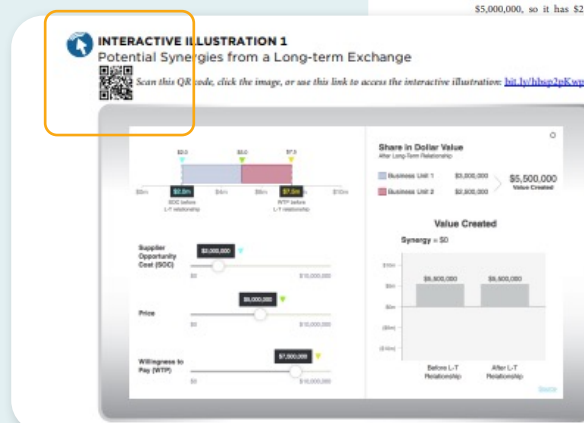


Icons indicate links to online video and interactive illustrations, identified by the icons above. To access these resources, you will need a broadband internet connection. Verify that your browser meets the minimum technical requirements by visiting <http://help.harvard.edu/faq/tech-specs>.



Interactive illustrations

Click on the illustration to enhance the clarity of each reading and improve comprehension.



Interactive Illustration 1 shows how the exclusive relationship between BU1 and BU2 can affect WTP, SOC, and synergies for both parties. In this illustration, the base case occurs when BU1 regularly supplies a product to BU2 in the spot market. Initially (i.e., before the long-term contract), BU1 incurs \$2,000,000 in SOC and receives \$3,000,000 in value added. BU2 has a WTP of \$7,500,000, but pays \$5,000,000, so it has \$2,500,000 of value added. As the right side of the picture shows, $\$2,000 - \$2,000,000 = \$5,500,000$.

For access to the interactive illustration: <http://bit.ly/1h3p2Kcqspt>

...ive long-term contract. Adjust the sliders to explore the negative synergies that BU1 and BU2 might experience. BU1 and BU2 divide the value created based on the level of synergy. When there are positive synergies (growth), there is a price that ensures that both parties end up better off. Suppose, for example, that after entering the contract, BU1 incurs \$3,000,000 in SOC and BU2 has a WTP of \$10,000,000. The pie of value has grown by $\$7,000,000 - \$5,500,000 = \$1,500,000$. With a price of \$6,500,000, BU1 captures $\$6,500,000 - \$3,000,000 = \$3,500,000 > \$3,000,000$ and BU2 captures $\$10,000,000 - \$6,500,000 = \$3,500,000 > \$2,500,000$. Although the interactive

Core Curriculum

Practice Questions

The Table of Contents will list Practice Questions if they appear in that reading.

Table of Contents	
1 Introduction	3
2 Essential Reading	4
2.1 Present and Future Value Over a Single Period	4
2.2 Compounding and Discounting Over Multiple Periods	6
2.3 Multiple Cash Flows and Multiple Periods	8
2.4 The Frequency of Compounding and Discounting	13
2.5 Perpetuities and Annuities	19
Perpetuities	19
Annuities	21
Comparing Annuities and Perpetuities	27
Growing Perpetuities	29
3 Supplemental Reading	33
3.1 Using Excel Functions PV, FV, and PMT	33
4 Key Terms	40
5 Notation	43
6 Practice Questions	43
7 Index	44

 This reading contains links to online interactive illustrations, denoted by the icon above. To access these exercises, you will need a broadband Internet connection. Verify that your browser meets the minimum technical requirements by visiting <http://hbsp.harvard.edu/tech-specs>.
Former Harvard Business School professor Timothy A. Luehrman developed the Core Reading with the assistance of writer Barbara Wall Lubosco, HBS MBA 1995.

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8299 | Core Reading: TIME VALUE OF MONEY

CORE CURRICULUM

Finance
Mihir A. Desai, Series Editor

HARVARD BUSINESS PUBLISHING

READING + INTERACTIVE ILLUSTRATIONS

Time Value of Money

TIMOTHY A. LUEHRMAN

8299 | Published: December 22, 2015

Sidebar and Practice Questions

Click on the Practice Questions to help prepare for classroom discussion and check your understanding of each concept.

6 PRACTICE QUESTIONS

 Scan this QR code, click the image, or use this link to access the interactive illustration: bit.ly/hbsp2IVaP21





Check Your Understanding

Use this self-study tool to test your comprehension of concepts covered in Core Curriculum in Finance: Time Value of Money.

 Click the refresh button to try a new question.

Choose a section to begin.

Sections:

[Present and Future Value over a Single Period](#)

[Compounding and Discounting over Multiple Periods](#)

[Multiple Cash Flows and Multiple Periods](#)

[The Frequency of Compounding and Discounting](#)

[Perpetuities and Annuities](#)

