

Teaching Note

TEACHING NOTE TITLE HERE¹

XXXXXXXX wrote this teaching note as an aid to instructors in the classroom use of the case XXXXXXXX, no. XXXXXXX. This teaching note should not be used in any way that would prejudice the future use of the case.

Version: 2025-06-09

SYNOPSIS

One to two paragraphs that summarize the case. This should include the following information: *who (the protagonist or company is)*, *where (the company is located)*, *what (the company does)*, *why (the company is currently facing challenges)*, *when (the decision point is taking place)*, and *the decision point* (though not necessarily always in this order).

This section should not exceed the first page with the current spacing and formatting in place.

LEARNING OBJECTIVES

After working through the case and assignment questions, students will be able to do the following:

- Learning Objective 1
- Learning Objective 2
- Learning Objective 3
- Learning Objective 4

All learning objectives must begin with strong, active verbs that demonstrate student comprehension and engagement. Use action-oriented words such as *understand*, *evaluate*, *gain*, *analyze*, *apply*, and similar terms to clearly define the expected learning outcomes.

POSITION IN COURSE

This case can be used in <insert courses/modules> at the <insert level>.

¹ All case facts and case research that are referenced in this teaching note are supported by the sources and information contained in the associated case document (product no. XXXXXX) unless otherwise specified.

RELEVANT READINGS

For Instructors

- Author Name, Author Name, and Author Name, *Title of the Book* (Location: Publisher, Year), Pages.
- Author Name and Author Name, *Title of the Journal* Vol, no. X (Month, Year): Pages.
- Author or Copyright Holder, “*Title of Web Page*,” Title of Website, published/accessed MONTH DD, YYYY, URL.

For Students

- Author Name, Author Name, and Author Name, *Title of the Book* (Location: Publisher, Year), Pages.
- Author Name and Author Name, *Title of the Journal* Vol, no. X (Month, Year): Pages.
- Author or Copyright Holder, “*Title of Web Page*,” Title of Website, published/accessed MONTH DD, YYYY, URL.

SUPPLEMENTAL MATERIALS

Include any related online videos or any other supplemental materials on the topic.

ASSIGNMENT QUESTIONS

1. Assignment Question 1
2. Assignment Question 2
3. Assignment Question 3
4. Assignment Question 4

TEACHING PLAN

One or two sentences about the length of the ideal class session (75 to 90 minutes).

Discussion point	Time (minutes)
Introduction	
Assignment Question 1	
Assignment Question 2	
Assignment Question 3	
Assignment Question 4	
Conclusion	
Total	

Tips on how the class can be taught (e.g., order of topics, breakout groups, cold calling) can be added here.

ANALYSIS

Assignment Question 1

Analysis/Answer/Teaching Tips for Assignment Question 1. Any references to previously published material (either that of the case authors or of other authors) should be appropriately cited using the References tab and “insert footnote” or “insert endnote.”²

Assignment Question 2

Analysis/Answer/Teaching tips for Assignment Question 2

Assignment Question 3

Analysis/Answer/Teaching Tips for Assignment Question 3

WHAT HAPPENED

A brief follow-up of what decision was made and what happened to the parties involved.

² Author Name and Author Name, “Title of the Work,” *Title of the Journal* Vol, no. X (Month, Year): Pages.

EXHIBIT TN-1: TITLE