



# SAGE **businesscases**

Bring the real world to the classroom

**SAGE Business Cases** is a global collection of cases from across the range of Business & Management disciplines. The first comprehensive collection tailored to library needs, **SAGE Business Cases** provides librarians, students, and faculty cases to support their research efforts and classroom needs. The collection includes cases in several different formats and lengths that can be used for a wide range of pedagogical uses, from illustrating core business and management skills in the classroom to independent student projects. Many cases will include teaching notes and discussion questions to ensure effective classroom use. The collection is delivered on SAGE's digital library platform, *SAGE Knowledge*, allowing for cases to be integrated with SAGE's leading journal, reference, book, and video content.

[sk.sagepub.com/cases](http://sk.sagepub.com/cases)

# What does *SAGE Business Cases* offer to its select group of University and Association partners?

- Get your content into the international academic library market with SAGE's global library sales team.
- Peer review and a thorough editorial process, working with you to prepare cases for successful publication.
- **SAGE Business Cases** allows for different types, styles, and levels of cases to suit a range of likely academic uses: from short vignettes to narrative long form, written using both field research and publically available sources.
- Focused case collection curation and distribution through SAGE's library collection program ensures maximum exposure for each case, not limited by barriers to potential discoverability and use, such as additional payment firewalls.
- Robust academic discoverability of your cases, achieved by matching cases to a developed taxonomy and detailed metadata tagging to match teaching and research needs to the most suitable cases, ensuring your cases get found and used by academics and students.
- Secure university-wide access to cases, providing quick availability for faculty and students. All content will be available in full text on a fully mobile-friendly site.

## What are we proposing?

- If your content is a match for us, SAGE would include your cases as a branded sub-collection.
- We offer royalties of net revenues attributable to your content on the site and can negotiate an advance.
- All licensors who contribute at least 25 cases are paid a percentage of the collection's revenue regardless of individual case use.
- SAGE will provide usage metrics and manage all customer service and customer relationships, including technical support for cases on our site.

Visit [www.sagepub.com/sage-business-cases](http://www.sagepub.com/sage-business-cases) for further information, including details on our advisory board and current content partners.

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