



Business Science Virtual Film Series

REFLECTION QUESTIONS

Respond to the following questions in a 2- to 3-page essay format and submit to your professor for grading.

1. Why did Beane's focus on the statistical side of baseball make such a powerful difference for the A's? How did focusing on the numbers over the off-field behaviors produce such a positive result?
2. One of the greatest challenges Billy Beane faced in his approach was resistance from the conventional wisdom and traditional management decision-making from MLB veterans and team executives. What strategies did he effectively use to overcome these objections? How might these same strategies apply to other forms of business?
3. Beane hiring Peter Brand, an economics major fresh out of Yale and low on the Cleveland Indians' totem pole, to be his assistant general manager was a big risk – or was it? What are some of the pros and cons of hiring new management talent with great potential, similarly to how he hired his players.
4. Considering Beane's statistical approach, what are the pros and cons of his strategy for effectively managing the **long-term** success of his team?