



## TOTTO. Caso académico (Spanish Edition)

*Lina María Echeverri Cañas, Eduardo Rosker*

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La tradición investigativa del CESA tiene como objetivo misional abordar la realidad colombiana desde una perspectiva académica. El CESA ha desarrollado una metodología propia para construcción de casos académicos a través de una propuesta diferenciadora al ofrecer una herramienta pedagógica que basada e incluida en los métodos interactivos de aprendizaje, tiene la particularidad de trabajar con situaciones reales y actuales, permitiendo al participante sumergirse en la realidad organizacional y social, analizándola, comprendiéndola y aplicándole los conceptos teóricos aprendidos o a aprender. Por esta razón, la inclusión de estudios de casos de empresas colombianas como estrategia pedagógica tiene como finalidad desarrollar competencias en pensamiento crítico y aprendizaje reflexivo en nuestros estudiantes. En este sentido, un caso que cobró interés académico para el CESA fue la empresa Nalsani S.A. con su marca reconocida TOTTO. La promesa de valor de la marca TOTTO se sustenta en el significado que tiene el pensamiento estratégico de sus líderes en la creación de productos extraordinarios a través de la anticipación de las necesidades de sus clientes.

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