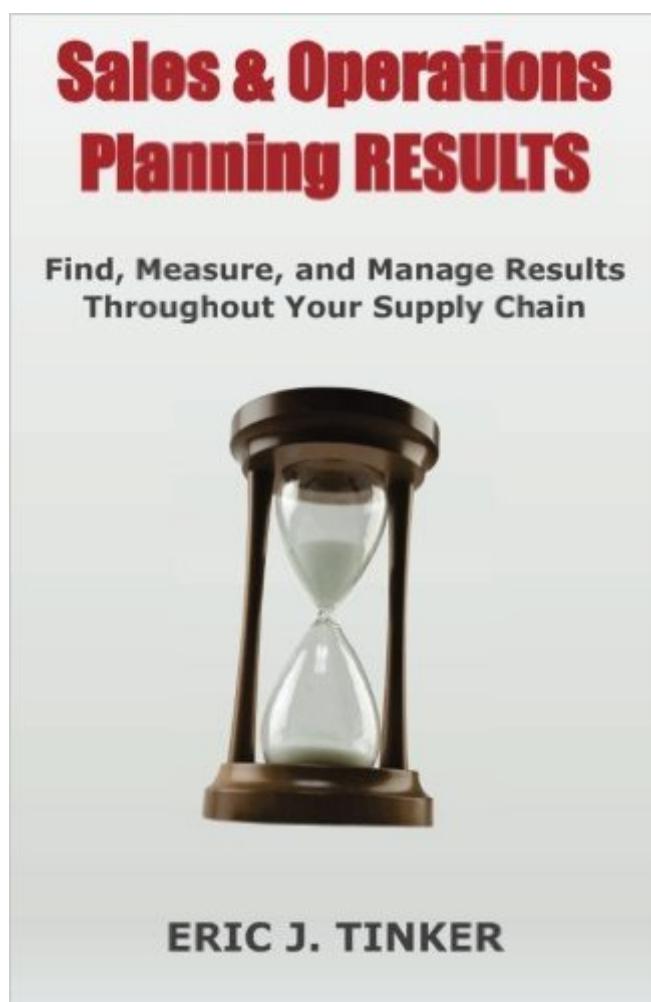


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# **Sales & Operations Planning RESULTS: Find, Measure, And Manage Results Throughout Your Supply Chain**



## **Synopsis**

Sales & Operations Planning RESULTS is a concise summary written for those who want improved results from this cross-functional, planning and decision making leadership process. The author presents specific ideas for cost savings and financial benefits throughout the supply chain, as well as techniques for implementing a system to track and manage results at working through executive levels. The book describes how Sales & Operations Planning can be used as the platform for continuous improvement that aligns leaders to manage trade-offs and achieve quantifiable performance improvement associated with a focused improvement initiative, or on-going use of key performance indicators. The book is based on the authorâ™s experience over the last 20 years working as a management consultant on large, complex initiatives with global corporations and provides specific details for those that are hands-on, as well as the bigger picture items to consider for those in leadership roles. The book offers case examples, several tools and formats, as well as a download link to sample templates.

## **Book Information**

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## **Customer Reviews**

Extremely useful approach and considers the real life issues encountered with different stakeholders when implementing or revamping SOP / IBP! Eric Tinker's book becomes the guideline for result-oriented improvements

This book was highly recommended by a co-worker. For those in marketing & consulting, this is an essential handbook for success. Practical and detailed tools from years of personal experience, Eric Tinker shows the way for moving up the ladder and providing financial strategies for successful

transactions.

Very informative, intelligent read. Excellent concise read for those in leadership involved in performance achievements and cost saving strategies. The author is accomplished in his field and his use of case examples and tools are excellent.

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