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key features covers all aspects of s op such as proper roles agendas schedules cost planning forecasting capacity planning and measurements describes in an easy to read detailed format how senior executives must be engaged for this process to return the maximum benefits of operational excellence improved profits and shareholder value explains how s op supports lean manufacturing connects with erp and improves end to end supply chain performance teaches how to balance the supply and demand elements of overall sales rates with rates of production aggregate inventories and order backlogs discusses how s op can help improve supplier relations shorten customer lead times lower inventories stabilize production rates and improve service to end

users features audit criteria for confirmation of a high performance s op process

forward thinking companies are evolving their sales and operations planning processes into integrated business planning ibp for a simple reason doing so generates far greater gains in their business results in an easy to digest format this book uses a fictional company to show how to transition to ibp and further explains how companies are linking strategy to execution through the ibp process since soft skills often make the difference between success and failure in an ibp implementation this seminal work also offers more than 200 business principles that can often be forgotten when you are in the trenches of daily business battles these principles address collaboration decision making aligning the executive team managing change in the organization and much more

in its 114th year billboard remains the world s premier weekly music publication and a diverse digital events brand content and data licensing platform billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends

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