



Sales & Operations Planning -- The How-To Handbook

By Thomas F. Wallace

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Sales and Operations is a powerful business process that integrates Sales & Marketing, Operations, Product Development, and Finance. Tom Wallace describes how it works and lays out a detailed plan for making it happen. This valuable handbook covers all aspects of a successful implementation, from the composition of the Executive S&OP team to the nitty-gritty of S&OP spreadsheet design.

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Editorial Review

About the Author

Tom Wallace has been involved with a substantial number of companies successfully implementing Sales & Operations Planning. He knows how to do it, and avoid the pitfalls. An author, educator and consultant, Tom serves as a Distinguished Fellow of the Ohio State University's Center for Excellence in Manufacturing Management.

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