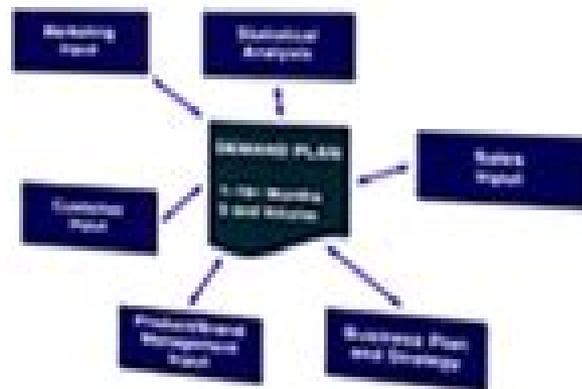


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**Rod Hozack, Stuart Harman, Todd  
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*Trust the Plan* Greg Spira, 2023-04-18 Trust is what separates companies with exceptional planning processes from those that are regularly frustrated by their planning processes. Business leaders can't simply put their heads down and focus only on their own departments; they must trust and work with cross functional counterparts to synchronize plans. Weaving in an intricate case study throughout, *Trust the Plan* shows executives how to develop and lead Demand Management processes that are trustworthy and will enable business objectives to be achieved. Topics include the rationale for trustworthy planning, the difference between goals and plans, roles and responsibilities and best practice characteristics of processes, performance measures and individual capabilities.

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**Integrated Tactical Planning** Rod Hozack, Stuart Harman, Todd Ferguson, Dawn Howarth, 2021-02-17 The experts at Oliver Wight provide business leaders with invaluable information for integrating the tactical planning process Integrated Tactical Planning ITP is an essential process for regularly re aligning product demand and supply plans in the short term thereby giving the Executive team the confidence that operational activities are being well managed unless they formally hear otherwise This cross functional re planning process is vital to responding to change increasing competitiveness and reducing costs Integrated Tactical Planning Respond to Change Increase Competitiveness and Reduce Costs helps senior executives devote more time to strategy and other value added activities by deploying ITP practices throughout their organization Written by the leadership team at Oliver Wight one of the world s most respected firms for effectively integrating business processes and improving business outcomes this authoritative resource offers a contemporary view of the processes behavior change methods and new technology for implementing ITP processes Throughout the text the authors share business proven concepts define fundamental terms and provide real life examples of how Integrated Tactical Planning has been applied in various industries and businesses Clear and accurate chapters cover essential topics including strategy alignment product and demand plan execution supply scheduling performance improvement and more Presenting the information necessary to get an organization started on its Integrated Tactical Planning journey this book Describes how to manage and align product portfolio changes and new products within a single management process Explains the mechanisms and behavioral requirements for an organization to successfully execute Integrated Tactical Planning Offers methods for improving reaction time and cost effectively responding to changes in Demand and Supply Reviews different design and deployment strategies structures and roles and the key ITP elements such as process definition and sustainability Features a comprehensive case study that details the challenges and results experienced by an Oliver Wight client company that implemented Integrated Tactical Planning Integrated Tactical Planning Respond to Change Increase Competitiveness and Reduce Costs is a must have book for senior executives leaders managers and planners at organizations of any size across all

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