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Change Management and Leadership: A Critical Factor for Sales and Operations Planning in Manufacturing

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(Editors Note: This is the first in a series of three articles on management and leadership in conducting effective Sales and Operations Planning [S&OP] as a dynamic business process in manufacturing.)

Executive Summary

Only when leaders have taken ownership and responsibility for the needed changes can the organization assure meeting its objectives. Ultimately, the goal of involving leaders early, and throughout the course of the strategic change, is to mitigate the risk of not achieving ROI and long-term sustainable improvement. It takes effort from both the project team and the leaders themselves. The good news is it does not take extraordinary efforts to achieve extraordinary results if you just know how.

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