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The Little Black Book of Strategic Planning for Distributors

Brent R. Grover

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The Little Black Book of Strategic Planning for Distributors Brent R. Grover
Brent Grover's latest book on the wholesale distribution industry, The Little Black Book of Strategic Planning for Distributors, is published by Modern Distribution Management. This is a concise book covering the critical pieces of creating a strategic plan for a wholesale distribution company including case studies, exhibits and end-of-chapter questions for your management team. These days, companies are almost always focused on the Now. And the recent recession exacerbated that tendency. Industry expert Brent Grover's latest book will help you shift that mindset. The insights in The Little Black Book of Strategic Planning for Distributors will help you and your facilitator organize a strategic planning project, gather the needed information and build a one-page plan. Execution is the final step, and it is where many distributors fail. You will need a system to monitor results and take corrective action. This book includes what you will need to put your plan into action - a plan specifically tuned for a wholesale distribution company, though the concepts outlined can be applied at any company.

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