

**World Class Sales & Operations Planning: A Guide To
Successful Implementation And Robust Execution**

By Donald H. Sheldon

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In June 2014, ATD began the journey of updating its 2008 World-Class Sales Competency Model .

<https://www.td.org/Communities-of-Practice/Sales-Enablement/Sales-Competency-Model>

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<http://sandhill.com/article/from-sales-ops-to-special-ops-the-future-of-sales-operations/>

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