

new year, new strategy

External



Inbox



Sarah Brazier sarah.brazier@gong.io



1 Fri, Jan 28, 4:21 PM (3 days ago)



to [redacted]



As Feb February approaches, sales leaders far and wide are preparing for SKO. Reps will be rallied, emotions will be ignited, and sales strategies will be deployed.

The dilemma sales leaders face, though, is much more challenging than the age old question of "when should we break for happy hour?" One can sum it up in with the knee bucking McKinsey stat: 70% of new business transformations, like sales methodologies or how you go-to market [fail](#).

(If that does make you internally yikes, then I commend your steely nerves.)

"How come?" might be your next question - and the answer is simple: after SKO strategies are deployed, sales leaders have no visibility into the adoption, or effectiveness of their initiative.

So, post SKO, how do you plan to ensure your biggest initiatives are achieved this year? If that question is answered with a new Salesforce field or more manager reports - there might be a better way.

Interested in learning what it is? Give me a ping back, if not, no worries.

-Sarah

P.S. Give me a shout if you'd like to read through the McKinsey study - happy to share my copy!

Sarah Brazier

Commercial Account Executive

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RM Cervero



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im_hist = imhist(im, tf);
cumsum(im_hist, 'transformation function', 'tf_norm', 'tf_max', 'tf_plot', 'tf_norm_axis_tight');`

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web feb 3 2004 `cdfplot(x)` displays a plot of the empirical cumulative distribution function `cdf` of the input array `x` in the current figure the empirical `cdf` `y = f(x)` is defined as the proportion of `x` values less than or equal to `x` if input `x` is a matrix then `cdfplot(x)` parses it to the vector and displays `cdf` of all values

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`mu = 1; sigma = 5; y = cdf('normal', x, mu, sigma);
y = [1 5 0 2743 0 3446 0 4207 0 5000 0 5793]`

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