



# The High-Velocity Edge: How Market Leaders Leverage Operational Excellence to Beat the Competition

*Steven J. Spear*

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**Generate Better, Faster Results? Using Less Capital and Fewer Resources!**

“[*The High-Velocity Edge*] contains ideas that form the basis for structured continuous learning and improvement in every aspect of our lives. While this book is tailored to business leaders, it should be read by high school seniors, college students, and those already in the workforce. With the broad societal application of these ideas, we can achieve levels of accomplishment not even imagined by most people.”

**The Honorable Paul H. O'Neill, former CEO and Chairman, Alcoa, and Former Secretary of the Treasury**

“Some firms outperform competitors in many ways at once?cost, speed, innovation, service. How? Steve Spear opened my eyes to the secret of systemizing innovation: taking it from the occasional, unpredictable ‘stroke of genius’ to something you and your people do month-in, month-out to outdistance rivals.”

**Scott D. Cook, founder and Chairman of the Executive Committee, Intuit, Inc.**

“Steven Spear connects a deep study of systems with practical management insights and does it better than any organizational scholar I know. [This] is a profoundly important book that will challenge and inspire executives in all industries to think more clearly about the technical and social foundations of organizational excellence.”

**Donald M. Berwick, M.D., M.P.P., President and CEO, Institute for Healthcare Improvement**

## About the Book

How can some companies perform so well that their industry counterparts are competitors in name only? Although they operate in the same industry, serve the same market, and even use the same suppliers, these extraordinary, high-velocity organizations consistently outperform all the competition?and, more importantly, continually widen their leads.

In *The High-Velocity Edge*, the reissued edition of five-time Shingo Prize winner Steven J. Spear's critically acclaimed book *Chasing the Rabbit*, Spear describes what sets market-dominating companies apart and provides a detailed framework you can leverage to surge to the lead in your own industry. Spear examines the internal operations of dominant organizations across a wide spectrum of industries, from technology to design and from manufacturing to health care.

While he investigates several great operational triumphs, like top-tier teaching hospitals' fantastic improvements in quality of care, Pratt & Whitney's competitive gains in jet engine design, and the U.S. Navy's breakthroughs in inventing and applying nuclear propulsion, *The High-Velocity Edge* is not just about the adoration of success. It also takes a critical look at some of the operational missteps that have humbled even the most reputable and respected of companies and organizations. The decades-long prominence of Toyota, for example, is contrasted with the many factors leading to the automaker's sweeping 2010 product recalls. Taken together, these multiple perspectives and in-depth case studies show how to:

- Build a system of “dynamic discovery” designed to reveal operational problems and weaknesses as they arise
- Attack and solve problems when and where they occur, converting weaknesses into strengths
- Disseminate knowledge gained from solving local problems throughout the company as a whole
- Create managers invested in developing everyone’s capacity to continually innovate and improve

Whatever kind of company you operate? from technology to finance to healthcare? mastery of these four key capabilities will put you on the fast track to operational excellence, where you will generate faster, better results?using less capital and fewer resources.

Apply the lessons of Steven J. Spear and gain a high-velocity edge over every competitor in your industry.

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Reading can called thoughts hangout, why? Because while you are reading a book especially book entitled The High-Velocity Edge: How Market Leaders Leverage Operational Excellence to Beat the Competition the mind will drift away trough every dimension, wandering in every aspect that maybe not known for but surely will end up your mind friends. Imaging just about every word written in a e-book then become one web form conclusion and explanation that maybe you never get previous to. The The High-Velocity Edge: How Market Leaders Leverage Operational Excellence to Beat the Competition giving you an additional experience more than blown away your brain but also giving you useful info for your better life in this particular era. So now let us teach you the relaxing pattern this is your body and mind is going to be pleased when you are finished reading it, like winning a. Do you want to try this extraordinary paying spare time activity?

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The High-Velocity Edge: How Market Leaders Leverage Operational Excellence to Beat the Competition can be one of your beginner books that are good idea. All of us recommend that straight away because this e-book has good vocabulary that may increase your knowledge in vocabulary, easy to understand, bit entertaining but nonetheless delivering the information. The author giving his/her effort to set every word into satisfaction arrangement in writing The High-Velocity Edge: How Market Leaders Leverage Operational Excellence to Beat the Competition although doesn't forget the main position, giving the reader the hottest in addition to based confirm resource facts that maybe you can be considered one of it. This great information can drawn you into new stage of crucial pondering.

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