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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.

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In The High-Velocity Edge , Dr. Steven Spear decodes the magic and gives us insights into how these “high-

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velocity" organizations have become who they are. In a nutshell, Spear's conclusion is, "It is how the uncertainty, the expectations, and the unexpected are managed that separates the high-velocity organizations from their pursuers and proves to be a source of sustainable competitive advantage."

~~Book Review: The High Velocity Edge | It's a Nice Life.~~
Spear argues that High-Velocity Edge companies are learning organizations. Organizations that continually look at the whole system to see what needs to be improved, clarified and/or cut. By considering if each action is necessary, if it is leading to near-misses or even tragic circumstances, these companies save

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time, resources and empower their employees to create value and not just put out fires.

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In contrast, high-velocity learning organizations vanquish foes with fewer people and fewer resources. They don't start with perfect products, services or processes. But, they start by recognizing that imperfection is inevitable, so they constantly look for and find stumbles in execution that impede progress.

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Testimonials. " [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."

Generate Better, Faster Results— Using Less Capital

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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

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Excellence To Beat The Competition 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

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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

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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

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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

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Spear's reputation as a thought leader is recognized by elite media, publications, and conferences including Harvard Business Review, The New York

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Times, Boston Globe, Bloomberg Business Radio, the Shingo Prize, and the Association for Manufacturing Excellence The pioneering insights in Chasing the Rabbit are based on original thinking in the tradition of Jim Collins, C.K. Prahalad, Clayton Christensen, and Michael Porter. Spear is one of the most astute business thinkers and prolific writers to emerge in the recent past; his Harvard Business Review articles are among its most popular reprints. Spear is a four-time Shingo Prize winner and a winner of the McKinsey Award Includes examples from global market leaders including Toyota, Vanguard, Southwest Airlines, Massachusetts General Hospital, and Alcoa

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The data shows that senior executives today face a stark reality: Sales talent is increasingly difficult to find. Traditional selling strategies no longer work. And salespeople today are more distracted and aimless than ever before. To give their organizations true staying power in this tumultuous new market, company leaders must fundamentally change the way they look at sales-or else succumb to the competition. What today's senior leaders need is a high-velocity sales organization: an organization with the right performers, strategy, and infrastructure in place, allowing it to dramatically increase sales by converting more opportunities at higher prices to more prospects. Drawing on hard data,

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Comprehensive research, and the latest science behind selling, Marc Wayshak has developed a system for building these fully sales-driven organizations. The High-Velocity Sales Organization brings together Wayshak's cutting-edge insights as a leading sales consultant with the latest data to create a step-by-step formula for accelerating a sales-driven company culture-from the top down. This guide for senior executives lays out the exact processes company leaders must implement to achieve the three pillars of a high-velocity sales organization: Performers-Learn to identify, recruit, and retain top performers for a consistent flow of A-player salespeople-and far fewer costly mis-hires Strategy-Develop and implement a

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self-improving, highly adaptive sales strategy that sets your salespeople apart from the competition
Infrastructure-Establish a clear system for building out the right sales processes, with the most effective technology, to hold sales teams accountable

Win the war for talent by building an army of ready-to-deploy candidates An employee leaves and you post the open position. Resumes trickle in. You interview a few candidates. No one fits the bill. The next thing you know, three months have passed and that desk is still empty . . . Nothing drives business success like a staff of talented, productive employees. So why accept a hiring process that fails you time and time

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again? Well, there's one person who doesn't. Scott Wintrip. And in High-Velocity Hiring, he provides the tools and systems for creating a hiring process designed for today's fast-paced, talent-deficient landscape. Using the proven methods Wintrip has applied at some of today's more forward-thinking companies, you'll hire top employees faster—and smarter. High-Velocity Hiring replaces the old, worn-out way of hiring with the simple but revolutionary approach of actively cultivating top talent before positions open. The old way is slow and inefficient. Wintrip's way is dynamic and proven-effective. You'll enrich and maintain a flow of high-quality candidates, harness this flow by identifying the most talented

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people, and channel it into a pool of ready-to-hire prospective employees. More than ever, hiring the best people requires foresight, planning, alertness, and decisive action. With High-Velocity Hiring, you have everything you need to seize the high-ground in the war for talent and maintain it for long-term growth and profitability.

Stay ahead of the sales evolution with a more efficient approach to everything Hacking Sales helps you transform your sales process using the next generation of tools, tactics and strategies. Author Max Altschuler has dedicated his business to helping companies build modern, efficient, high tech sales

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Excellence To Beat The Competition processes that generate more revenue while using fewer resources. In this book, he shows you the most effective changes you can make, starting today, to evolve your sales and continually raise the bar. You'll walk through the entire sales process from start to finish, learning critical hacks every step of the way. Find and capture your lowest-hanging fruit at the top of the funnel, build massive lead lists using ICP and TAM, utilize multiple prospecting strategies, perfect your follow-ups, nurture leads, outsource where advantageous, and much more. Build, refine, and enhance your pipeline over time, close deals faster, and use the right tools for the job—this book is your roadmap to fast and efficient revenue growth. Without

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a reliable process, you're disjointed, disorganized, and ultimately, underperforming. Whether you're building a sales process from scratch or looking to become your company's rock star, this book shows you how to make it happen. Identify your Ideal Customer and your Total Addressable Market Build massive lead lists and properly target your campaigns Learn effective hacks for messaging and social media outreach Overcome customer objections before they happen The economy is evolving, the customer is evolving, and sales itself is evolving. Forty percent of the Fortune 500 from the year 2000 were absent from the Fortune 500 in the year 2015, precisely because they failed to evolve. Today's sales environment is very

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much a “keep up or get left behind” paradigm, but you need to do better to excel. Hacking Sales shows you how to get ahead of everyone else with focused effort and the most effective approach to modern sales.

How can you win when the only certainty is change? Highly accessible, lively and inspiring, Velocity draws upon the authors’ unique perspectives and experiences to present seven timeless new laws for businesses and individuals in a world that is dominated by rapid change and digital technology. Written as a fascinating and enjoyable conversation between the authors – Stefan Olander, Vice President

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of Digital Sport from Nike and Ajaz Ahmed founder and Chairman AKQA – Velocity's up-to-date examples illustrate key lessons, together with insights, ideas and inspiration that individuals and businesses should adopt to thrive in the digital age. Velocity shares the vision and values required to succeed with the untold backstories to influential and iconic innovation. Fast paced, useful, provocative and highly motivating, Velocity is a management book that will arm you with actionable ideas to define your future. Features: - 4 Velocity principles: Speed, Direction, Acceleration, Discipline. - 7 Laws, including 'A Smith & Wesson beats four aces', 'It's easier done than said', 'Convenient is the enemy of right' and 'No good joke

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survives a committee of six!

This Element deals with the know-how and show-how to accomplish high velocity business operations. The basis of these operations is real-time data and low latency processing. Relevant applications are pervasive due to the emerging technologies of IoT, 5G, AI and data analytics. This Element explores theories and methods of configuring, formulating and implementing high velocity business operations with properly designed and developed platforms and processes. Current mobile transformation is enabling the unwiring of businesses, de-territorializing them, and creating more opportunities for these operations.

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High velocity business processes increase throughput and efficiency, offering first-mover advantage. They also provide location-independence due to use of mobile platforms and devices (smartphones, tablets and wearables). This Element present mobility as a critical attribute of high velocity business operations, taking advantage of world-wide resources and expertise with well-designed mobile platforms and their data.

Evaluates the significant role being played by technological advances on the formation and experience of modern group dynamics, citing such examples as Wikipedia and MySpace to demonstrate

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the Internet's power in bridging geographical and cultural gaps. 40,000 first printing.

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