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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

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In The High-Velocity Edge , Dr. Steven Spear decodes the magic and gives us insights into how these "high-velocity" organizations have become who they are. In a nutshell, Spear's conclusion is, "It is how the uncertainty, the

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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.□.

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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,

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

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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

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