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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. ” .

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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, these companies save 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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