

7 WAYS TO WORK FASTER

The desire to be faster is almost universal. What's far less common is the ability to make it happen.

Our research shows that slow work can cost a company 1–5% of revenue each year.

Here's why you're moving slow—and **how to fix it.**

PROBLEM

DO THIS

1

Approval overload is a leadership failure.

1 in 3 managers cite approval layers as a top speed blocker—unclear ownership slows decisions.



Assign one owner and move.

Assign a single accountable owner. Replace multi-step approvals with **approve / revise / escalate** and a 24-72-hour response window.

2

Misalignment at the start guarantees delays.

Lack of alignment leads to rework, resets, and lost time.



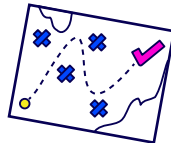
Align on outcomes first.

Start with a **one-page plan**: outcomes, success metrics, dependencies. Require upfront agreement before work begins.

3

If priorities and blockers aren't visible, they don't exist.

56% of leaders say competitors beat them to market—slow prioritization is a key driver.



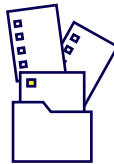
Surface them.

Make priorities, dependencies, and blockers **visible across team**—not buried in status updates.

4

Multiple versions of the truth create rework.

Nearly half of leaders lose 10–25% of their time to rework from inconsistent data.



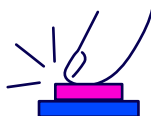
Pick one source.

Use **one shared system** for priorities and progress. Eliminate shadow tracking.

5

If you wait for perfect, you'll always be slow.

Only 48% of managers are motivated to fix slow progress—perfection delays action.



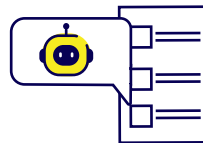
Act sooner.

Work in short cycles with frequent check-ins. **Prioritize progress** over perfection.

6

Untracked decisions get revisited.

Undocumented decisions get re-litigated, slowing momentum.



Write them down.

Maintain a **decision log** with owners, context, and dates. Use AI to capture decisions in real time.

7

Large, slower rollouts lose momentum.

10–50% of projects lose momentum due to large, infrequent milestones.



Prioritize smaller, faster delivery.

Deliver in **smaller increments**. Measure impact and adjust continuously.

TAKE ACTION

Download **Speed Wins**, our research about making faster decisions to drive measurable business impact.

WestMonroe.com/SpeedWins