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George Stalk and Rob Lachenauer are directors of The Boston Consulting Group. Stalk is the author of Competing Against Time, the classic work on time-based competition.

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Stalk and Hout conclude that virtually all businesses can

use time as a competitive weapon. In industry after industry, they illustrate the processes involved in becoming a time-based competitor and the ways managers can open and sustain a significant advantage over the competition.

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Chief Executive Boards Blog: Competing Against Time

Competing Against Time I first heard George Stalk, at the time a Boston Consulting Group Director, speak about time-based competitiveness in 1990. This was shortly after

his article "Time – The Next Source of Competitive Advantage" won the 1989 McKinsey award for the best Harvard Business Review Article of the Year (1989) and the publication of his 1990 book "Competing Against Time".