002 Two Roads

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/002-two-roads-2/

The Demand

Name the last decision you made in your operation. Not the outcome — the question you asked before you made it. Was the question "what does this cost?" or "what does this produce?" Was it "what happened?" or "what is this telling me?" The question you asked is the road you are on. If it was the wrong question, that is the only thing that needs to change. Ask the right one tomorrow. Everything else in this fundamental shows you what the right question produces.

The Work

Name the last three significant decisions you made in your operation:

Decision 1:

The question you asked before making it:

Road 1 or Road 2:

Decision 2:

The question you asked before making it:

Road 1 or Road 2:

Decision 3:

The question you asked before making it:

Road 1 or Road 2:

What pattern do you see across the three?

The Road 2 question you will ask before your next significant decision: