051 Stopped Seeing the Middle

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/051-stopped-seeing-the-middle-2/

The Demand

Tomorrow, when a decision presents itself as either/or, stop and name the actual tension instead of picking a side. Ask what the other option was protecting before you dismiss it. Binary Collapse happens under pressure — the middle ground disappears only because you stopped looking for it.

The Work

Name a trade-off currently presenting itself as either/or in your operation:

☐ Food cost or Guest experience

☐ Speed or quality

☐ Standard or flexibility

☐ Cast or cover count

☐ Other:

Name the actual tension underneath the binary, instead of picking a side:

What was the option you dismissed actually protecting?

The version of this decision that holds both truths simultaneously: