071 The Outcomes Formula

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/071-the-outcomes-formula-2/

The Demand

Name one significant decision you made in the last ninety days that produced an outcome — right or wrong. Run the formula backwards: what did the outcome tell you about the thinking that produced it? If the outcome was right, name the thinking that earned it. If the outcome was wrong, name where the thinking broke. The formula only works if you run it.

The Work

Name the decision:
Name the outcome it produced:
Was the outcome what the thinking deserved — or did the result reveal a flaw in the read?
If the thinking was right — what specifically earned the outcome:
If the thinking broke — where did it break and what did it miss:
What does the next significant decision need to do differently based on this verdict: