075 The 1980s Mentality

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/075-the-1980s-mentality-2/

The Demand

Tomorrow, ask honestly whether you're running a 1980s operation in a 2020s market — relying on hard work alone to differentiate you. Hard work no longer sets you apart; thinking does. Name one place where working harder has replaced thinking differently, and flip it.

The Work

Check which 1980s assumptions are still running your operation:

☐ The restaurant runs itself if the recipe is good enough

☐ Good people show up if you post the job

☐ Labor is a line item to minimize, not an investment to maximize

☐ Success is measured by how busy Friday and Saturday are, ignoring the rest of the week

The one you recognized most clearly in your own operation:

Name one place where working harder has replaced thinking differently:

What flipping it — thinking differently instead of just working harder — would actually require this week: