125 The Dogma Trap

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/125-the-dogma-trap-2/

The Demand

Name one framework, model, or piece of advice you are currently applying in your operation that you adopted from somewhere else — a book, a consultant, a conference, a peer operator. Ask one question: did I translate this into my specific cost structure, my specific Guest, my specific cast, and my specific market before adopting it — or did I adopt it because the source was confident and I needed an answer?If the answer is the latter — that is not a failure. It is the starting point for the diagnosis the framework was bypassing. Do the diagnosis. Understand your specific reality first. Then evaluate whether the framework fits it. That sequence — reality first, framework second — is the only one that produces genuine operating knowledge rather than borrowed certainty.

The Work

Name one framework, model, or piece of advice you are currently applying that you adopted from somewhere else:
Did you translate it into your specific cost structure, Guest, cast, and market before adopting it — or adopt it because the source was confident and you needed an answer?
The diagnosis of your specific reality that you skipped by reaching for this framework:
The sequence you will run this time — reality first, framework second: