131 The Credibility Test

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/131-the-credibility-test-2/

The Demand

Before the next framework adoption, consulting engagement, or piece of advice applied to the operation — run the test. Find the track record. Scope the credentials. Know where the expertise ends before you give it authority over the full system. The advisor who passes the test with full transparency is worth listening to. The advisor who deflects the test is telling you everything you need to know.

The Work

Name the advisor, consultant, or framework source currently influencing a decision in your operation:
Run the test:
Has this person successfully done what they are telling me to do — not just done it, successfully done it?
At the scale and in the context that applies to my operation?
Where does their expertise end?
☐ They passed the test with full transparency about their track record
☐ They deflected the test
What you will do with their advice based on the answer: