2315 Diagnostic Which Road Is Your Product On

Product Fieldbook · https://kb.jeffreysummers.com/docs/2315-diagnostic-which-road-is-your-product-on-2/

The Demand

Before your next shift, score all ten statements of the Road diagnostic honestly — 1 for rarely or never, 2 for sometimes, 3 for consistently. Do not round up. Score statements 2 and 7 first: statement 2 tells you whether the system or the person is producing hospitality, statement 7 tells you whether your Connection Floor actually exists. Read your score against the H-ladder and name your current architectural address out loud.

The Work

Score each statement 1 (rarely/never) to 3 (consistently):

Road 1 indicators — statements 1, 2, 3, 6, 8, 10:

Statement 2 score (standard drops when I'm not in the building):

Statement 7 score (we have a specific, observable minimum standard every cast member can state from memory):

Remaining Road 1 indicator scores (1, 3, 6, 8, 10):

Road 2 indicators — statements 4, 5, 7, 9:

Remaining Road 2 indicator scores (4, 5, 9):

The honest read:

Your current architectural address — H^{-}/H^{1}, H^{2}, or building toward H^{3}:

Is your score mixed (evidence of inconsistency, not balance) — yes or no:

If statement 2 scored 3 and statement 7 scored 1, your first move is already named: design the floor. Is that your situation — yes or no:

The one move this diagnostic tells you to make first, starting with your next shift: