2325 Relational Compounding

Product Fieldbook · https://kb.jeffreysummers.com/docs/2325-relational-compounding-2/

The Demand

Before your next shift, pick one domain — Guest-side, labor-side, or partner-side — and name one specific choice you made in the last thirty days that either grew or spent down trust in that domain. Decide, using the locked law that you never achieve Road 2 goals with Road 1 tactics, whether that choice was [Relational Compounding] or [Transactional Arbitrage]. If it was arbitrage, name what you will do differently the next time the same choice comes up.

The Work

Name one choice from the last thirty days in each domain:

Guest-side compounding:

The choice:

Did it grow trust (Guest saw the deal, called it fair, wants to do it again) or spend it down:

Labor-side compounding:

The choice:

Did it grow capability and belonging, or extract value from the cast:

Partner-side compounding:

The choice:

Did it earn flexibility and better terms over time, or spend down goodwill with a vendor or landlord:

Compounding or Arbitrage:

Of the three choices above, name the one most likely to be [Transactional Arbitrage] wearing a Road 2 label:

The specific change you will make to that choice this week so it compounds trust instead of spending it: