# 2610 The Data Trap

Product Fieldbook · https://kb.jeffreysummers.com/docs/2610-the-data-trap-2/

## The Demand

Before your next shift, pull one report your POS, reservation platform, or inventory system already generates — and ask honestly whether anyone has acted on it in the last thirty days. If the answer is no, you don't have a data problem, you have a discipline problem or the wrong system. Pick one number this week and build the repeatable habit of looking at it, asking a specific question about it, and making one decision because of it.

## The Work

Name a data report your systems currently generate:

**The action audit:**

Who is supposed to look at it:

Last time someone actually made a decision from it:

Data without analysis is noise. Analysis without action is academic. Which one describes this report today:

Rate your operation's discipline in turning data into decisions, 1-5:

The one number you will look at, question, and act on this week — name it and the day you will review it: