3360 The Comparison

People Fieldbook · https://kb.jeffreysummers.com/docs/3360-the-comparison-2/

The Demand

This week, you decide which model you are actually running: the geography cut, where the GM carries all five fundamentals and the cast is a cost line, or the discipline cut, where the GM carries two and integrates three, and the cast has a real path to becoming professionals. If you do not name which one you are running, the seam between front and back stays unowned and leaks every shift.

The Work

1. Score your operation against each dimension this week: cut (geography or discipline), authority basis (territory or demonstrated range), path shape (single line up or two roads), operator load (carries all five or carries two and integrates three), seam ownership (unowned or owned by a Performance Lead).
2. Wherever you scored geography, pick the single highest-cost dimension — usually the unowned seam between front and back — and assign explicit ownership of it to a named person this week.
3. Ask your best zone leader this week whether their question is “is my territory running” or “is my fundamental healthy across the whole building.” If it is the first, coach them toward the second this week with one concrete cross-house assignment.

This week, you score your operation against the comparison table in writing and assign explicit ownership of the highest-cost unowned seam you find.