How To Read My Framework

Where To Start · https://jeffreysummers.com/docs/how-to-read-my-framework/

Do not start at page one. The framework was not built to be read front to back, and operators who try it stall out somewhere in the second book with nothing changed in their operation.

What It Actually Is

Seven Book-and-Fieldbook pairs and hundreds of Dictionary terms, all of it open at the Knowledge Base. The books teach the architecture. The Fieldbooks put the work in your hands as demand-and-work worksheets you run against your own operation. The Dictionary holds the vocabulary, defined precisely enough to argue with.

It is organized around the five fundamentals: Perspective, Product, People, Performance and Profit. Every mechanism in the framework operates across all five, which is why a problem that looks like a People problem is usually a Perspective problem wearing a People costume.

The Order That Works

Perspective first, always. Perspective is how you read your own operation, and every other fundamental is downstream of it. An operator with a broken read will execute the Product, People, Performance and Profit work correctly and still go backward, because they are aiming all of it at the wrong thing.

After Perspective, go where your gaps are rather than where the numbering points. That is what The Operator's Assessment is for. It returns your scores by fundamental and names the specific reading that speaks to what it found, which turns a large body of work into a short list.

Read The Dictionary Alongside, Not First

The vocabulary is load-bearing, not decorative. When a term appears bracketed in the books, it has a precise definition and the argument does not survive a loose reading of it. Look the term up when you hit it. Do not try to read the Dictionary through as a glossary.

How To Know It Is Working

You will start describing your own operation differently, and specific things you have tolerated for years will stop looking tolerable. That is the whole mechanism. Vocabulary changes what you can see, and what you can see changes what you do on the stage on Tuesday.

If you would rather have the read done on your operation directly instead of running it yourself, that is what the paid work is: The Operator's WorkShop.

Discover more from Jeffrey Summers

Subscribe to get the latest posts sent to your email.