Take The Assessment First

Where To Start · https://jeffreysummers.com/docs/take-the-assessment-first/

Before you read anything else here, take the read. The Operator's Assessment is free, it takes your name and email and nothing else, and it changes what the rest of this site is worth to you.

Why The Read Comes Before The Reading

The framework is large on purpose, because operations fail in many different places and a body of work that only covers one of them is useless to everyone else. But large means you need an entry point, and the entry point is not chapter one. It is your own gap.

Operators who read first and diagnose later almost always find what they were already looking for. You go in believing the problem is labor, you read the People material, and you come out with a labor plan for a business whose actual constraint was a Product nobody had ever defined. The assessment runs in the other direction. It reads the operation, then tells you where to go.

What It Gives You

Your scores by fundamental. What those scores actually mean in a working operation. Your gap map, showing where the distance is. Your pattern, naming how you operate. And the specific reading in my framework that speaks to what it found.

All of it at once, onscreen, the moment you finish. Nothing held back, nothing drip-fed, nobody calling you because you took it.

How To Answer It

Answer about the operation that exists on a typical Tuesday, not the one you are building toward. Every operator has an intended version of their business running in their head, and answering as that version produces a picture of your intentions rather than your operation. The uncomfortable answer is the useful one.

Take it alone, before you discuss it with a partner or a lead. Two people negotiating their answers in real time produces a consensus, and consensus is not a read.

Then What

Read what it pointed you at, in the Knowledge Base. If you want the read applied to your actual operation rather than running it yourself, bring the results to a conversation. Either way the results are yours to keep.

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