PROBLEM SOLVING · MAKE DECISIONS

Strategic Trade-off Lab

Choose which principle governs when two goals collide — name the cost, and leave with a rule you can reuse.

Facilitator _____

Team / date _____

GOAL A

_____

vs

GOAL B

_____

Genuine trade-off test: if we maximise one, what specifically becomes harder about the other? If nothing — it isn't a trade-off. No easy pairs.

IF GOAL A GOVERNS, WE GIVE UP...

the cost, said out loud

_____

_____

IF GOAL B GOVERNS, WE GIVE UP...

the cost, said out loud

_____

_____

THE DECISION — A COMMITMENT, NOT A VOTE

Today, _____ becomes the governing principle.

Its consequence: _____

THE RULE — THE REUSABLE OUTPUT

From this point forward, **when _____ and _____ conflict, _____ wins unless we deliberately reconvene.**

BEFORE YOU CLOSE — THE SUCCESS TEST

Ask three team members to finish: "when these two goals conflict, _____ governs."

If all three answer immediately and consistently, the lab has worked. If they hesitate, run the close again.

If you don't choose the trade-off, reality will choose it for you.

Commitment, not voting · the rule is the deliverable, not the ratio · name the consequence out loud.

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