

ENGAGEMENT ANALYST DATE CHAIN / SIGNAL

1 · Signal Selection

2 · Delay Diagnosis

3 · Bottleneck Finding

4 · Intervention Design

5 · Consequentiality Review

THE SIX-STOCK LADDER: MEASURE EACH STOCK INDEPENDENTLY, BEFORE NAMING ANY BOTTLENECK

STOCK	WHAT HAPPENED HERE	ELAPSED	T-STATE	EVIDENCE SOURCE
Sensing recognising the signal arrived			☐ known☐ unknown☐ uncommitted ☐ continuous☐ open	
Acquisition taking in the information that changes the picture			☐ known☐ unknown☐ uncommitted ☐ continuous☐ open	
Assimilation turning information into something actionable			☐ known☐ unknown☐ uncommitted ☐ continuous☐ open	
Seizing committing resource and authority			☐ known☐ unknown☐ uncommitted ☐ continuous☐ open	
Reconfiguring changing structure and process to respond			☐ known☐ unknown☐ uncommitted ☐ continuous☐ open	
Reflexive learning whether the response worked			☐ known☐ unknown☐ uncommitted ☐ continuous☐ open	

THE HONESTY ROW
Which stock did leadership assume was the bottleneck, before measurement?

CONFIRMATION GUARD
Was any stock's value written down before it was measured?

☐ no☐ yes: re-measure that stock

OUTPUT
Delay profile with evidence trail. Hand to Canvas 3.