CORELIFT / EXECUTIVE TOOL / SYSTEM / 01

The CoreLift Decision Check

From slow loops to clear decisions.

An eight-page executive workbook for diagnosing decision friction, quantifying the cost of delay and installing a more reliable decision rhythm.

How to use this workbook

01 / START

A decision becomes clear when its architecture is clear.

Use one live business decision, not a hypothetical example. Set aside 35 to 50 minutes and involve the people who genuinely own the decision, execution and outcome.

STEP 01

Diagnose

Score the observed decision system rather than the desired one.

STEP 02

Design

Clarify outcome, decision owner, inputs, deadline and escalation.

STEP 03

Reset

Test the new decision routine in real operations for 14 days.

Working case

Which live decision must become faster and more conclusive?

Rapid diagnosis: decision capability

Rating: 0 = no, 1 = partly, 2 = clear

01	The intended business outcome can be stated in one sentence.	0 1 2
02	One person holds the right and duty to make the final decision.	0 1 2
03	Contributors deliver defined inputs rather than additional opinions.	0 1 2
04	The decision deadline is visible and commercially justified.	0 1 2
05	Decision criteria are agreed before debate begins.	0 1 2
06	Reversible and hard-to-reverse decisions are treated differently.	0 1 2
07	Trade-offs are named openly and resolved by an accountable role.	0 1 2
08	Missing data has an owner and a hard delivery date.	0 1 2
09	Execution, first evidence and review date are set after the decision.	0 1 2
10	Escalation follows a rule rather than personal influence.	0 1 2
11	Decisions are recorded without creating new bureaucracy.	0 1 2
12	A decision is reopened only when material facts change.	0 1 2

Score: ____ / 24

0-9: critical architecture gap | 10-17: unstable | 18-21: robust | 22-24: scalable

The cost of decision delay

02 / ECONOMICS

Delay is not a calendar issue. It is a business outcome issue.

Use conservative estimates. The aim is not false precision, but a shared view of what non-decision costs.

AFFECTED PRIORITY OR INITIATIVE

DAYS UNTIL THE CURRENT DECISION DATE

PEOPLE INVOLVED X HOURS PER WEEK

FULLY LOADED INTERNAL HOURLY COST

DELAYED REVENUE OR AVOIDABLE COST PER WEEK

QUALITY, CUSTOMER OR RISK CONSEQUENCE

CONSERVATIVE COST OF DELAY

EUR / GBP / USD

The one-page decision brief

03 / DESIGN

Force the decision onto one page.

If these fields cannot be answered clearly, the discussion is not decision-ready.

DECISION STATEMENT

Today we decide whether / how...

BUSINESS OUTCOME

What measurable impact must follow?

DECISION OWNER

Who decides and owns the consequence?

CRITERIA

Which three criteria determine quality?

CONTRIBUTORS

Who provides which input by when?

DEADLINE AND FIRST EVIDENCE

Why now, and what will be visible within seven days?

Roles, rights and escalation

04 / ACCOUNTABILITY

Participation is not decision authority.

Assign each role deliberately. More than one final decision owner creates negotiation rather than accountability.

D - DECIDE

Makes the final decision and owns the business consequence.

R - RECOMMEND

Builds a clear recommendation with criteria and consequences.

C - CONTRIBUTE

Provides defined facts or specialist input.

E - EXECUTE

Turns the decision into action.

I - INFORM

Must know the decision but does not co-decide.

ESCALATION RULE

If no decision exists by ___, ___ decides using ___.

From meeting to decision

05 / RHYTHM

A 30-minute protocol for decision-ready meetings.

Protect the sequence: 00-03 decision statement; 03-08 criteria; 08-15 facts; 15-22 options; 22-26 decision; 26-30 owner, first action, evidence and review date.

DECISION TO MAKE

What must be decided by the end of this meeting?

MAXIMUM THREE OPTIONS

State consequence, trade-off and recommendation.

DEFINITION OF DONE

Decision recorded, outcome owner named, first evidence dated and affected roles informed.

The 14-day decision reset

06 / TRANSFER

A small system change made visible in operations.

Choose one decision category - investments, customer escalations or priority conflicts - and run the new architecture for two weeks.

DAYS 01-03

Name the business consequence, complete the brief and assign D-R-C-E-I roles.

DAYS 04-08

Make one real decision and review the first execution evidence.

DAYS 09-14

Apply the pattern to a second decision, rescore and retain one permanent rule.

THE RULE WE WILL NO LONGER NEGOTIATE