

WS

Facilitator Notes

Teaching the model: the 25-minute run of show, beat by beat, with the demo script.

WHAT IS INSIDE

Before the room

Run of show — one pass, 16 slides

Three ways to run this folder

Questions you will get

The four known distortions



Facilitator Notes

Before the room

- Open the HTML deck on the projector; press F, then S for the presenter drawer.
- Print one answer sheet (or workbook) per participant; one card deck per table.
- Have your own two-week audit ready — the demo uses your numbers, including the embarrassing share.
- Say the boundary out loud at the close: a field tool, not a validated instrument.

Run of show — one pass, 16 slides

Slide	Min	The beat
1	2	One line of promise. No definitions yet, no quadrant names.
2	1	Let the trap question land before you name the tool.
3	2	Count the raised hands out loud — your audience is in that count.
4	3	Label vs. map: one sentence each. Do not define either.
5	3	Ask the two questions first; name the axes only after they get personal.
6	3	Fill Q3 first — the laugh is the concept landing.
7	2	15% on a first run is the norm — say it before anyone counts theirs.
8	3	This is the praised work. Say “worth less every month” slowly.
9	2	One sentence per edge; do not reopen the debate.
10	3	Ask for the distortion they can see in their own fortnight — hands stay up for this one.
11	2	Your own numbers, including the embarrassing share.
12	3	Invite a volunteer’s real hours. The verdict line does the teaching.
13	1	Read each question once, then press T. Thirty seconds of silence feels long — that is the point.
14	1	The output is one dated move — refuse life plans out loud.
15	1	The delta is the score; the first re-run is about honesty, not improvement.
16	2	Point at the kit files and where to get them, in one sentence. Say the boundary out loud — the honesty buys the credibility.

Three ways to run this folder

- **Solo, with an agent (25 min).** Hand the folder to your AI agent via `SKILL.md`, or paste the items from `advantage-compass-assessment.json` into a FormLM form — same 6 items, automatic scoring, every re-run comparable.
- **Teaching the model (25 min + Q&A).** The facilitator notes (`advantage-compass-facilitator-notes.pdf`) carry the full run of show: the trap opening, the axes as questions, the live demo with your own audit, and the answers to the questions you will get — and `advantage-compass-slide-deck.html` puts the 16 slides on any screen: a presenter drawer with notes and a run-of-show clock, a live audit device the room can watch fill. The PDF edition is for the lectern or printing.

- **Workshop, offline (25 min per run).** Print one A4 answer sheet ([advantage-compass-paper-form.pdf](#)) per participant plus the poker deck ([advantage-compass-prop-cards.pdf](#)). Pens, not devices; calendars, not memories.

New to the folder? [advantage-compass-start-here.md](#) maps every file to its use.

Questions you will get

- “Isn't this just SWOT for one person?” — Partly, and deliberately: the upgrade is time as an axis. Companies fight over market share; people fight over their calendar.
- “My whole week is Q3 — am I failing?” — No. A first run near 15% Q1 is the norm; the number is the baseline you negotiate against.
- “Can I train a Q4 weakness as growth?” — Only up to good-enough, and only if it blocks the golden track. Otherwise it is procrastination in a productivity costume.
- “How is this different from a strengths test?” — Tests label you; the map locates you. Allocation beats opinion, and the calendar does not flatter.

The four known distortions

The competence mirage — Being needed feels like being valued. Ask instead: easier next year, or harder?

The humility discount — Strengths feel effortless — “anyone could do this.” They could not.

The weakness project — Train a weakness only until it stops blocking the golden track.

The vision confusion — Pain is loud, vision is quiet. Read the calendar, not the memory.