

# Scale, Pivot or Kill

The binary verdict that ends a pilot before it can drift.

# ⚡ Human Spark

## THE MODEL

### Scale

VALUE POSITIVE · ADOPTION HIGH

Roll it out and document the SOPs the rest of the team can follow.

### Pivot

VALUE POSITIVE · ADOPTION LOW

The tool works, but people will not use it. Change the approach, not the goal.

### Kill

VALUE NEGATIVE

It costs more to check than it saves. Stop, and pick a different task.

### The rule

DECIDE ON THE DATE

The Kill Date forces the call. "Needs more time" is not one of the options.

At the Kill Date you set when the pilot starts.

# Want this working in your team?

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