

Greater Than — Back-of-Book Discussion Guide

Use these prompts for book clubs, teams, and classrooms. Keep answers short and actionable.

1) Choosing the Left Side

- Which equation resonated most this week? Why?
- Where did you **actually** choose the left side? What changed?

2) Antithesis in Action

- Name a moment where the *other* side was right (e.g., Speed > Quality in a reversible decision). What guardrails made it safe?

3) Personal Systems

- Convert one outcome goal into a weekly system. What are the **two inputs** you'll track?

4) Focus vs. Hustle

- List your **Top 1** priority for next week. What will you stop doing to protect it?

5) Margin Beats Maximum

- Where are you running at 100%? Add a buffer. What fails if a surprise hits tomorrow?

6) Candor with Care

- Write a one-sentence SBI (Situation–Behavior–Impact) note you could deliver kindly this week.

7) Long-Term Thinking

- What decision today will still help in three years? What's a tiny irreversible step you can take now?

8) You > You

- Track one metric for the next seven days. What delta did you create? What's your next smallest improvement?

Team Workshop Format (60 minutes)

- 10' Warm-up: Each person shares one ">" they applied
- 15' Deep Dive: Pick a chapter and run the Decision Filters together
- 20' Design Systems: Turn one goal into a weekly system with inputs
- 10' Agreements: Calendar blocks, buffers, and check-ins
- 5' Close: One-sentence commitments

Tip: Post the **Greater Than Cheat Sheet** in your workspace.