

# The Decision Log

*The Paper Trail in Structured Form — Chapter 8 Play*

KEYSTONE TEMPLATE — INCLUDED IN BOOK

*The Decision Log captures every decision, objection, and block with enough specificity that the pattern becomes visible over time. Individual entries look like normal organizational friction. Three months of entries reveal whether friction is random or systematic. The existence of documentation changes behavior—you may never escalate.*

## DECISION & OBJECTION LOG

#	DATE	DECISION OR OBJECTION	WHO	RATIONALE GIVEN	DATA PROVIDED?	BUSINESS IMPACT	OUTCOME
1							
2							
3							
4							
5							
6							
7							
8							

### THE PATTERN IS THE POINT

Share patterns with your executive sponsor using the data, not your interpretation. Let them draw the conclusion. Three data request denials is information. Three data request denials from the same person blocking the same initiative's critical path is a pattern. Present the pattern. Let the decision-maker decide what it means.

