Thirty-four paragraphs, one lead-time commitment

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The sentence written to win becomes the sentence you are judged on for three years**, and whoever performs it is not whoever wrote it.

Element	Value
Earlier bids examined	**41**
Reused paragraphs carrying a lead-time commitment	**34**
Contradicted by operational data	**34**
Corrected by the agent	**0**
Held pending a decision	**34**

> **None goes into a file until it is settled.** It is a hold, not a correction: the agent does not know what lead time the company wants to commit to.

What is supplied for each paragraph

Element	Supplied?
The source file	**Yes**
Its date	**Yes**
The written commitment, quoted	**Yes**
The current measurement, with its source	**Yes**
A corrected figure	**No**
A recommendation	**No**

Why reuse is the central trap

What changes between two files	Visible in the paragraph?
The scope	**No**
The resources available	**No**
The season or the workload	**No**
The contract's length	**No**

A copied paragraph looks identical because it is. What has changed is everything around it.

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