

FOUNDATION AND DECISION GUIDE · F03

The executive decision guide

A board-level framework for deciding whether Dweve deserves a scoped proof, and what that proof must establish.

DECISION

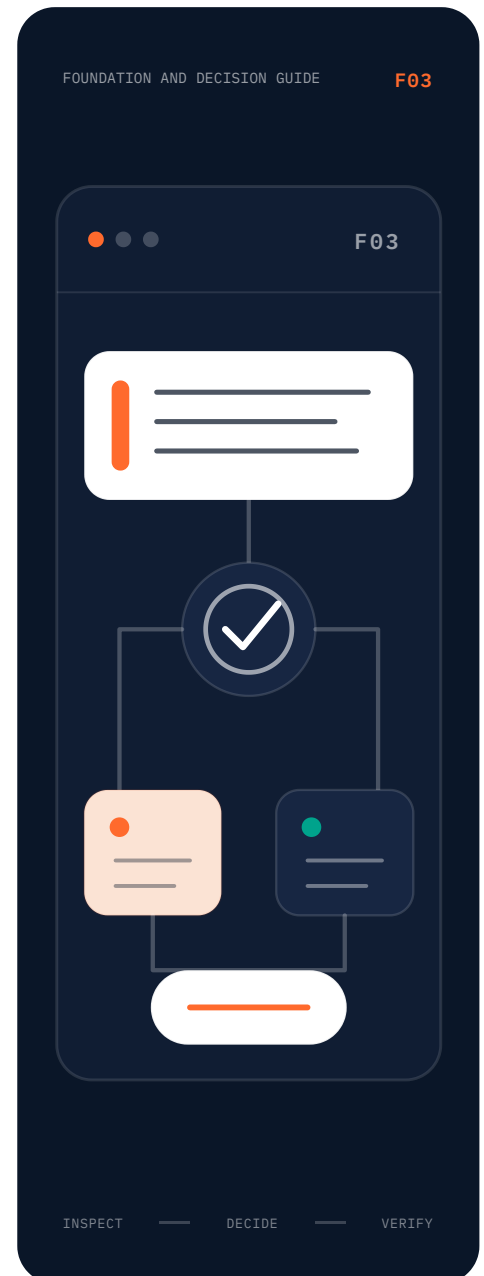
SCOPE

EVIDENCE

OWNERSHIP

PROOF

EXIT



A complete guide to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

F03

CONTENTS

From the first question to a defensible decision

This 43-page guide turns 14 owned topics into an explanation, evidence requirement, proof challenge, and closing decision record.

PRIMARY READERS

Executives, boards and budget owners

READING DEPTH

Strategic

DECISION THIS SUPPORTS

Decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

01

Read this first

03–05

Audience, reader decision, canonical boundary, terms, and guide-specific factual spotlight

02

Understand the decision and its language

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The decision in one page · The cost of the present arrangement · What Dweve changes · Four value cases · From question to accountable outcome

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Define the mechanism, controls, and evidence

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The product portfolio as operating capabilities · Use it, build on it, or own it · Sovereignty and exit · Risk and assurance · Commercial shape

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Prove adoption, operation, continuity, and exit

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Adoption sequence · What can go wrong · Board comparison questions · Recommendation template

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verification records and closing decision package

06

Subject index

42–43

An alphabetical finder for concepts, controls, products, and decisions.

TARGET LENGTH

10,000–14,000 words.. Page count varies with the number and depth of topics rather than forcing every subject into the same shell.

SOURCE DISCIPLINE

Dweve-specific facts are taken directly from the English website text audited 2026-07-20; web-navigation wording is humanised for print. Evaluation guidance is editorial, and scenarios and derived visuals are illustrative. Unsupported synthesis is replaced by canonical copy or omitted.

READ THIS FIRST • READER DECISION

Who should use this guide, and what decision it supports

board members, ministers, executives, budget owners, CIOs, CTOs, CDOs, and risk leaders.

Decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

The worked scenario is an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. It is illustrative and deliberately bounded. Replace it with the organisation's actual workflow, systems, data, sources, policies, roles, infrastructure, commercial conditions and consequences while preserving the evidence discipline.

The guide's concrete output is an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision. Use the chapter explanation pages to align language, the evidence pages to create acceptance records, and any challenge pages to test whether the boundary survives missing assumptions and failure. End in a named decision, not an attractive summary.

START

One workflow

Current guide lens; verify source and scope.

VALUE

Outcome + evidence

Current guide lens; verify source and scope.

CONTROL

Human + infrastructure

Current guide lens; verify source and scope.

DECISION

Proceed / pause / reject

Current guide lens; verify source and scope.

PRIMARY RISK

A broad "AI transformation" can hide an unowned decision, weak sources, undefined authority, integration sprawl, unreliable benefits, new supplier dependence, and a success criterion that cannot fail.

READ THIS FIRST • DISCIPLINE

How to read claims, evidence, responsibility, and status

The website is the only factual source for this edition. The guide adds explanation, architecture and proof requirements without inventing current product, regulatory, assurance, commercial, or customer-result facts.

Six evidence layers

A published description states a current proposition. Delivered software and documentation show what is available in a selected version. Customer configuration shows how it is used. An observed run shows one result. Independent assurance has scope, method and date. A written agreement creates commercial commitments and remedies.

Responsibility stays explicit

The relevant owners include board or ministerial sponsor, domain executive, CIO/CTO/CDO, risk and security, finance/procurement/legal, operations, affected-user owner, and proof lead. The supplier can provide product, evidence and commitments; customer owners still decide purpose, source and policy authority, professional or domain judgement, acceptable risk, infrastructure, staffing, affected-person treatment and production reliance.

Status and strong statements

Measured claims stay tied to workload, hardware and method. Research remains research. Alignment is not certification. "Open" is verified per component and licence. Pricing is re-audited at release. Roadmap and availability are not assumed. Conflicts or ambiguity become diligence items.

LAYER	EVIDENCE	CANNOT ESTABLISH ALONE
Website	website copy + captured date	Delivery, fit, contract
Delivery	Manifest + docs + artefacts	Customer result
Configuration	Data/roles/policy/posture	Operating outcome
Run	Raw output + target + packet	General performance
Assurance	Scoped test/report + findings	Universal security/compliance
Agreement	Rights + duties + remedy	Technical behaviour without test

Keep the layers separate in every chapter and decision record.

READING RULE

Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision.

READ THIS FIRST • CANONICAL SPOTLIGHT

The board decision on one page

Four value cases belong in the investment thesis, but one bounded workflow must carry the proof.

The first value case is organisational work: fewer fragmented tools and hand-offs around a complete outcome. The second is accountable decisions: source, rule, model, human owner, action and replay are created with the work. The third is controlled infrastructure: managed Fabric access, licensed customer operation and disconnected choices. The fourth is compute and hardware dependence: a CPU-first proposition to reproduce on the target workload.

Each value case needs a baseline and counter-measure. Cycle time sits beside quality and reviewer effort; evidence-assembly time beside packet completeness; infrastructure cost beside workload equivalence and operations; sovereignty beside actual dependencies and exit. A board should reject value claims that cannot be measured without supplier interpretation.

The initial approval should fund a protected proof, not presume enterprise rollout. It names the workflow, products and posture, domain and affected-person owners, acceptance criteria, security and recovery tests, commercial boundary, decision date and stop conditions. Expansion returns for approval when consequence or dependency materially changes.

AREA	CURRENT GUIDE RECORD	VERIFY / DECIDE
Work	Complete outcome across fewer fractures	Cycle time, quality, adoption
Accountability	Evidence produced with the decision	Packet, replay, appeal, audit effort
Control	Jurisdiction and owned operation	Paths, keys, dependencies, exit
Compute	CPU-first and deterministic scope	Parity, performance, power, total cost
Proof	One representative consequence boundary	Pass/fail, gaps, residual risk
Decision	Proceed, narrow, hold or reject	Named owners and conditions

Current source-edition summary. Recheck publication-sensitive facts and delivered scope at the decision date.

GUIDE-SPECIFIC PROOF

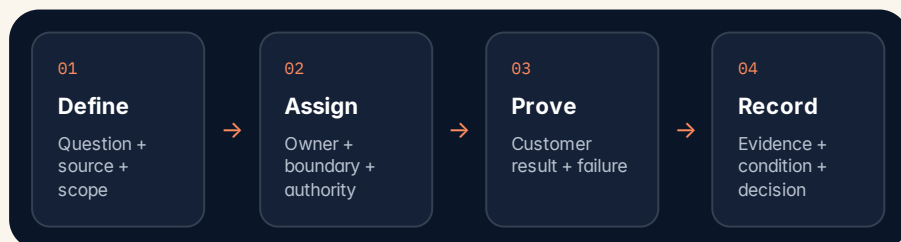
Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation.

01

THE EXECUTIVE DECISION GUIDE

Understand the decision and its language

Define the real question, current state, responsibilities, source claims, and the artefact this guide must produce.



The same evidence discipline applies to every chapter in the section.

CHAPTER 01 • EXPLAIN

The decision in one page

state the strategic choice, the claimed benefit, and the proof still required.

This chapter owns a specific part of the reader's decision: state the strategic choice, the claimed benefit, and the proof still required.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "The decision in one page", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

State the strategic choice

Define the exact proposition and current authoritative source.

LENS 2

The claimed benefit

Name the responsible person, system, dependency, and version.

LENS 3

And the proof still required

Specify the evidence and how an independent reviewer checks it.

LENS 4

Scope and limits

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 01 • APPLY

Turn “The decision in one page” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, state the strategic choice, the claimed benefit, and the proof still required., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant source and version, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for the decision in one page; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 01 • CHALLENGE

Stress-test the boundary behind “The decision in one page”

A deep-dive topic earns an additional page for counterexamples, adversarial conditions, missing dependencies, role failure, recovery, and evidence limits.

The principal guide risk is: A broad “AI transformation” can hide an unowned decision, weak sources, undefined authority, integration sprawl, unreliable benefits, new supplier dependence, and a success criterion that cannot fail.

For this chapter, remove or alter the strongest assumption in “state the strategic choice, the claimed benefit, and the proof still required.”. Change the source or version, revoke a person or right, replace a delivered dependency, interrupt the selected deployment, introduce incompatible state, withhold a target acknowledgement, tamper with evidence, or make the relied-on contract condition unavailable. Observe whether the boundary refuses, degrades, escalates, reconciles, recovers, or fails silently.

Run the fault from the perspective of board or ministerial sponsor, domain executive, CIO/CTO/CDO, risk and security, finance/procurement/legal, operations, affected-user owner, and proof lead. Each owner should see only the authorised information needed to act, understand the current state, and have an explicit safe next step. Restore normal operation, retrieve a pre-change record, and decide whether the chapter proposition still holds, now holds conditionally, requires remediation, or blocks reliance.

STRESS LANE	INJECTION	EXPECTED EVIDENCE
Authority	Role absent, revoked, conflicted or bypassed	Wait/refuse/escalate + receipt
Dependency	Source, service, package, model or key unavailable	Degraded state + manifest + recovery
Integrity	Alter, delete, reorder, substitute	Verification failure + quarantine
Operation	Load, outage, clock, storage or update fault	Alert + safe state + restore
Target	Timeout, duplicate, rejection or conflicting state	Idempotency + reconciliation
Exit	Supplier access removed or contract ends	Export + local verification + continuity result

Select applicable lanes and add topic-specific consequences before the run.

STOP RULE

If a critical assumption fails without a detectable safe state and accountable owner, stop the proof or production lane until the boundary is repaired.

CHAPTER 02 • EXPLAIN

The cost of the present arrangement

fragmented work, opaque decisions, foreign dependencies, duplicated subscriptions, specialist bottlenecks, and compute cost.

This chapter owns a specific part of the reader's decision: fragmented work, opaque decisions, foreign dependencies, duplicated subscriptions, specialist bottlenecks, and compute cost.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "The cost of the present arrangement", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Fragmented work

Define the exact proposition and current authoritative source.

LENS 2

Opaque decisions

Name the responsible person, system, dependency, and version.

LENS 3

Foreign dependencies

Specify the evidence and how an independent reviewer checks it.

LENS 4

Duplicated subscriptions

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 02 • APPLY

Turn “The cost of the present arrangement” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, fragmented work, opaque decisions, foreign dependencies, duplicated subscriptions, specialist bottlenecks, and compute cost., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant delivered mechanism, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for the cost of the present arrangement; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 03 • EXPLAIN

What Dweve changes

one platform, explicit product responsibilities, evidence created with the work, and deployment choice.

This chapter owns a specific part of the reader's decision: one platform, explicit product responsibilities, evidence created with the work, and deployment choice.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "What Dweve changes", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

One platform

Define the exact proposition and current authoritative source.

LENS 2

Explicit product responsibilities

Name the responsible person, system, dependency, and version.

LENS 3

Evidence created with the work

Specify the evidence and how an independent reviewer checks it.

LENS 4

And deployment choice

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 03 • APPLY

Turn “What Dweve changes” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, one platform, explicit product responsibilities, evidence created with the work, and deployment choice., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant customer configuration, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

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What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for what dweve changes; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 04 • EXPLAIN

Four value cases

organisational work, accountable decisions, controlled infrastructure, and lower compute/hardware dependence.

This chapter owns a specific part of the reader's decision: organisational work, accountable decisions, controlled infrastructure, and lower compute/hardware dependence.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "Four value cases", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

Organisational work

Define the exact proposition and current authoritative source.

LENS 2

Accountable decisions

Name the responsible person, system, dependency, and version.

LENS 3

Controlled infrastructure

Specify the evidence and how an independent reviewer checks it.

LENS 4

And lower compute/hardware dependence

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 04 • APPLY

Turn “Four value cases” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, organisational work, accountable decisions, controlled infrastructure, and lower compute/hardware dependence., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant observed operation, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

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QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for four value cases; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 04 • CHALLENGE

Stress-test the boundary behind “Four value cases”

A deep-dive topic earns an additional page for counterexamples, adversarial conditions, missing dependencies, role failure, recovery, and evidence limits.

The principal guide risk is: A broad “AI transformation” can hide an unowned decision, weak sources, undefined authority, integration sprawl, unreliable benefits, new supplier dependence, and a success criterion that cannot fail.

For this chapter, remove or alter the strongest assumption in “organisational work, accountable decisions, controlled infrastructure, and lower compute/hardware dependence.”. Change the source or version, revoke a person or right, replace a delivered dependency, interrupt the selected deployment, introduce incompatible state, withhold a target acknowledgement, tamper with evidence, or make the relied-on contract condition unavailable. Observe whether the boundary refuses, degrades, escalates, reconciles, recovers, or fails silently.

Run the fault from the perspective of board or ministerial sponsor, domain executive, CIO/CTO/CDO, risk and security, finance/procurement/legal, operations, affected-user owner, and proof lead. Each owner should see only the authorised information needed to act, understand the current state, and have an explicit safe next step. Restore normal operation, retrieve a pre-change record, and decide whether the chapter proposition still holds, now holds conditionally, requires remediation, or blocks reliance.

STRESS LANE	INJECTION	EXPECTED EVIDENCE
Authority	Role absent, revoked, conflicted or bypassed	Wait/refuse/escalate + receipt
Dependency	Source, service, package, model or key unavailable	Degraded state + manifest + recovery
Integrity	Alter, delete, reorder, substitute	Verification failure + quarantine
Operation	Load, outage, clock, storage or update fault	Alert + safe state + restore
Target	Timeout, duplicate, rejection or conflicting state	Idempotency + reconciliation
Exit	Supplier access removed or contract ends	Export + local verification + continuity result

Select applicable lanes and add topic-specific consequences before the run.

STOP RULE

If a critical assumption fails without a detectable safe state and accountable owner, stop the proof or production lane until the boundary is repaired.

CHAPTER 05 • EXPLAIN

From question to accountable outcome

a board-level walkthrough showing source, rule, owner, review, record, and replay.

This chapter owns a specific part of the reader's decision: a board-level walkthrough showing source, rule, owner, review, record, and replay.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "From question to accountable outcome", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

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LENS 1

A board-level walkthrough showing source

Define the exact proposition and current authoritative source.

LENS 2

Rule

Name the responsible person, system, dependency, and version.

LENS 3

Owner

Specify the evidence and how an independent reviewer checks it.

LENS 4

Review

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 05 • APPLY

Turn “From question to accountable outcome” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, a board-level walkthrough showing source, rule, owner, review, record, and replay., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant contract and assurance, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for from question to accountable outcome; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

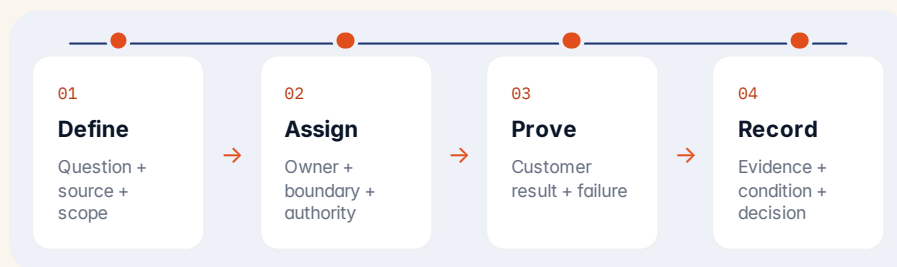
Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

02

THE EXECUTIVE DECISION GUIDE

Define the mechanism, controls, and evidence

Turn architecture and policy language into versions, owners, boundaries, tests, records, failures, and explicit limitations.



The same evidence discipline applies to every chapter in the section.

CHAPTER 06 • EXPLAIN

The product portfolio as operating capabilities

map current products to business responsibilities rather than reciting features.

This chapter owns a specific part of the reader's decision: map current products to business responsibilities rather than reciting features.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "The product portfolio as operating capabilities", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Map current products to business responsibilities rather than reciting features

Define the exact proposition and current authoritative source.

LENS 2

Scope and limits

Name the responsible person, system, dependency, and version.

LENS 3

Owner and evidence

Specify the evidence and how an independent reviewer checks it.

LENS 4

Failure and next action

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 06 • APPLY

Turn “The product portfolio as operating capabilities” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, map current products to business responsibilities rather than reciting features., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant source and version, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for the product portfolio as operating capabilities; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 07 • EXPLAIN

Use it, build on it, or own it

compare workspace, API, licensed, and air-gapped responsibility models.

This chapter owns a specific part of the reader's decision: compare workspace, API, licensed, and air-gapped responsibility models.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "Use it, build on it, or own it", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Compare workspace

Define the exact proposition and current authoritative source.

LENS 2

API

Name the responsible person, system, dependency, and version.

LENS 3

Licensed

Specify the evidence and how an independent reviewer checks it.

LENS 4

And air-gapped responsibility models

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 07 • APPLY

Turn “Use it, build on it, or own it” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, compare workspace, API, licensed, and air-gapped responsibility models., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant delivered mechanism, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for use it, build on it, or own it; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 07 • CHALLENGE

Stress-test the boundary behind “Use it, build on it, or own it”

A deep-dive topic earns an additional page for counterexamples, adversarial conditions, missing dependencies, role failure, recovery, and evidence limits.

The principal guide risk is: A broad “AI transformation” can hide an unowned decision, weak sources, undefined authority, integration sprawl, unreliable benefits, new supplier dependence, and a success criterion that cannot fail.

For this chapter, remove or alter the strongest assumption in “compare workspace, API, licensed, and air-gapped responsibility models.”. Change the source or version, revoke a person or right, replace a delivered dependency, interrupt the selected deployment, introduce incompatible state, withhold a target acknowledgement, tamper with evidence, or make the relied-on contract condition unavailable. Observe whether the boundary refuses, degrades, escalates, reconciles, recovers, or fails silently.

Run the fault from the perspective of board or ministerial sponsor, domain executive, CIO/CTO/CDO, risk and security, finance/procurement/legal, operations, affected-user owner, and proof lead. Each owner should see only the authorised information needed to act, understand the current state, and have an explicit safe next step. Restore normal operation, retrieve a pre-change record, and decide whether the chapter proposition still holds, now holds conditionally, requires remediation, or blocks reliance.

STRESS LANE	INJECTION	EXPECTED EVIDENCE
Authority	Role absent, revoked, conflicted or bypassed	Wait/refuse/escalate + receipt
Dependency	Source, service, package, model or key unavailable	Degraded state + manifest + recovery
Integrity	Alter, delete, reorder, substitute	Verification failure + quarantine
Operation	Load, outage, clock, storage or update fault	Alert + safe state + restore
Target	Timeout, duplicate, rejection or conflicting state	Idempotency + reconciliation
Exit	Supplier access removed or contract ends	Export + local verification + continuity result

Select applicable lanes and add topic-specific consequences before the run.

STOP RULE

If a critical assumption fails without a detectable safe state and accountable owner, stop the proof or production lane until the boundary is repaired.

CHAPTER 08 • EXPLAIN

Sovereignty and exit

jurisdiction, keys, binaries, source, offline licences, portability, and supplier continuity.

This chapter owns a specific part of the reader's decision: jurisdiction, keys, binaries, source, offline licences, portability, and supplier continuity.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "Sovereignty and exit", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Jurisdiction

Define the exact proposition and current authoritative source.

LENS 2

Keys

Name the responsible person, system, dependency, and version.

LENS 3

Binaries

Specify the evidence and how an independent reviewer checks it.

LENS 4

Source

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 08 • APPLY

Turn “Sovereignty and exit” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, jurisdiction, keys, binaries, source, offline licences, portability, and supplier continuity., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant customer configuration, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for sovereignty and exit; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 09 • EXPLAIN

Risk and assurance

security boundaries, human authority, trace, compliance alignment, and the difference between evidence and certification.

This chapter owns a specific part of the reader's decision: security boundaries, human authority, trace, compliance alignment, and the difference between evidence and certification.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "Risk and assurance", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Security boundaries

Define the exact proposition and current authoritative source.

LENS 2

Human authority

Name the responsible person, system, dependency, and version.

LENS 3

Trace

Specify the evidence and how an independent reviewer checks it.

LENS 4

Compliance alignment

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 09 • APPLY

Turn “Risk and assurance” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, security boundaries, human authority, trace, compliance alignment, and the difference between evidence and certification., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant observed operation, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for risk and assurance; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 10 • EXPLAIN

Commercial shape

metered, monthly, annual licensed, and sovereign models with conditions and responsibility changes.

This chapter owns a specific part of the reader's decision: metered, monthly, annual licensed, and sovereign models with conditions and responsibility changes.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "Commercial shape", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Metered

Define the exact proposition and current authoritative source.

LENS 2

Monthly

Name the responsible person, system, dependency, and version.

LENS 3

Annual licensed

Specify the evidence and how an independent reviewer checks it.

LENS 4

And sovereign models with conditions

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 10 • APPLY

Turn “Commercial shape” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, metered, monthly, annual licensed, and sovereign models with conditions and responsibility changes., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant contract and assurance, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for commercial shape; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 10 • CHALLENGE

Stress-test the boundary behind "Commercial shape"

A deep-dive topic earns an additional page for counterexamples, adversarial conditions, missing dependencies, role failure, recovery, and evidence limits.

The principal guide risk is: A broad "AI transformation" can hide an unowned decision, weak sources, undefined authority, integration sprawl, unreliable benefits, new supplier dependence, and a success criterion that cannot fail.

For this chapter, remove or alter the strongest assumption in "metered, monthly, annual licensed, and sovereign models with conditions and responsibility changes.". Change the source or version, revoke a person or right, replace a delivered dependency, interrupt the selected deployment, introduce incompatible state, withhold a target acknowledgement, tamper with evidence, or make the relied-on contract condition unavailable. Observe whether the boundary refuses, degrades, escalates, reconciles, recovers, or fails silently.

Run the fault from the perspective of board or ministerial sponsor, domain executive, CIO/CTO/CDO, risk and security, finance/procurement/legal, operations, affected-user owner, and proof lead. Each owner should see only the authorised information needed to act, understand the current state, and have an explicit safe next step. Restore normal operation, retrieve a pre-change record, and decide whether the chapter proposition still holds, now holds conditionally, requires remediation, or blocks reliance.

STRESS LANE	INJECTION	EXPECTED EVIDENCE
Authority	Role absent, revoked, conflicted or bypassed	Wait/refuse/escalate + receipt
Dependency	Source, service, package, model or key unavailable	Degraded state + manifest + recovery
Integrity	Alter, delete, reorder, substitute	Verification failure + quarantine
Operation	Load, outage, clock, storage or update fault	Alert + safe state + restore
Target	Timeout, duplicate, rejection or conflicting state	Idempotency + reconciliation
Exit	Supplier access removed or contract ends	Export + local verification + continuity result

Select applicable lanes and add topic-specific consequences before the run.

STOP RULE

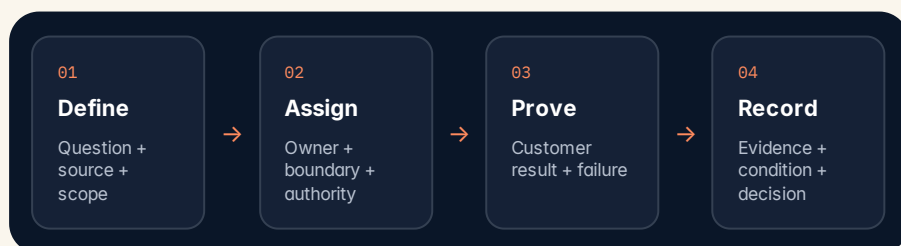
If a critical assumption fails without a detectable safe state and accountable owner, stop the proof or production lane until the boundary is repaired.

03

THE EXECUTIVE DECISION GUIDE

Prove adoption, operation, continuity, and exit

Use customer evidence, challenge, recovery, diligence, commercial terms, and a signed decision before expanding reliance.



The same evidence discipline applies to every chapter in the section.

CHAPTER 11 • EXPLAIN

Adoption sequence

choose one workflow, establish acceptance criteria, run a proof, integrate, govern, and expand.

This chapter owns a specific part of the reader's decision: choose one workflow, establish acceptance criteria, run a proof, integrate, govern, and expand.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "Adoption sequence", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Choose one workflow

Define the exact proposition and current authoritative source.

LENS 2

Establish acceptance criteria

Name the responsible person, system, dependency, and version.

LENS 3

Run a proof

Specify the evidence and how an independent reviewer checks it.

LENS 4

Integrate

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 11 • APPLY

Turn "Adoption sequence" into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, choose one workflow, establish acceptance criteria, run a proof, integrate, govern, and expand., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant source and version, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for adoption sequence; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 12 • EXPLAIN

What can go wrong

weak source data, undefined authority, unowned policy, integration scope, change management, and inflated success criteria.

This chapter owns a specific part of the reader's decision: weak source data, undefined authority, unowned policy, integration scope, change management, and inflated success criteria.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "What can go wrong", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

Weak source data

Define the exact proposition and current authoritative source.

LENS 2

Undefined authority

Name the responsible person, system, dependency, and version.

LENS 3

Unowned policy

Specify the evidence and how an independent reviewer checks it.

LENS 4

Integration scope

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 12 • APPLY

Turn “What can go wrong” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, weak source data, undefined authority, unowned policy, integration scope, change management, and inflated success criteria., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant delivered mechanism, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for what can go wrong; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 13 • EXPLAIN

Board comparison questions

a supplier-neutral decision matrix covering evidence, deployment, exit, cost, integration, and control.

This chapter owns a specific part of the reader's decision: a supplier-neutral decision matrix covering evidence, deployment, exit, cost, integration, and control.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "Board comparison questions", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

A supplier-neutral decision matrix covering evidence

Define the exact proposition and current authoritative source.

LENS 2

Deployment

Name the responsible person, system, dependency, and version.

LENS 3

Exit

Specify the evidence and how an independent reviewer checks it.

LENS 4

Cost

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 13 • APPLY

Turn “Board comparison questions” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, a supplier-neutral decision matrix covering evidence, deployment, exit, cost, integration, and control., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant customer configuration, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for board comparison questions; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

CHAPTER 13 • CHALLENGE

Stress-test the boundary behind “Board comparison questions”

A deep-dive topic earns an additional page for counterexamples, adversarial conditions, missing dependencies, role failure, recovery, and evidence limits.

The principal guide risk is: A broad “AI transformation” can hide an unowned decision, weak sources, undefined authority, integration sprawl, unreliable benefits, new supplier dependence, and a success criterion that cannot fail.

For this chapter, remove or alter the strongest assumption in “a supplier-neutral decision matrix covering evidence, deployment, exit, cost, integration, and control.”. Change the source or version, revoke a person or right, replace a delivered dependency, interrupt the selected deployment, introduce incompatible state, withhold a target acknowledgement, tamper with evidence, or make the relied-on contract condition unavailable. Observe whether the boundary refuses, degrades, escalates, reconciles, recovers, or fails silently.

Run the fault from the perspective of board or ministerial sponsor, domain executive, CIO/CTO/CDO, risk and security, finance/procurement/legal, operations, affected-user owner, and proof lead. Each owner should see only the authorised information needed to act, understand the current state, and have an explicit safe next step. Restore normal operation, retrieve a pre-change record, and decide whether the chapter proposition still holds, now holds conditionally, requires remediation, or blocks reliance.

STRESS LANE	INJECTION	EXPECTED EVIDENCE
Authority	Role absent, revoked, conflicted or bypassed	Wait/refuse/escalate + receipt
Dependency	Source, service, package, model or key unavailable	Degraded state + manifest + recovery
Integrity	Alter, delete, reorder, substitute	Verification failure + quarantine
Operation	Load, outage, clock, storage or update fault	Alert + safe state + restore
Target	Timeout, duplicate, rejection or conflicting state	Idempotency + reconciliation
Exit	Supplier access removed or contract ends	Export + local verification + continuity result

Select applicable lanes and add topic-specific consequences before the run.

STOP RULE

If a critical assumption fails without a detectable safe state and accountable owner, stop the proof or production lane until the boundary is repaired.

CHAPTER 14 • EXPLAIN

Recommendation template

a fillable structure for proceed, pause, or reject based on a scoped proof rather than a generic demonstration.

This chapter owns a specific part of the reader's decision: a fillable structure for proceed, pause, or reject based on a scoped proof rather than a generic demonstration.

In this guide, the strategic question is not whether a platform presentation is compelling; it is whether one operating problem can be improved while source authority, human accountability, infrastructure control, evidence, cost, continuity and exit become measurably stronger. Applied to "Recommendation template", the practical task is to name the current state, the desired state, the owner of the transition, the material input and dependency, the evidence a reviewer can inspect, and the condition that would make the claim false or the design unsuitable.

The governing boundary is this: Executives set purpose, risk appetite, investment envelope, accountability and stop conditions. Product and technical teams prove the architecture; domain owners prove outcome; security, legal and assurance challenge; the supplier supplies evidence and commitments but cannot make the organisation's decision. Keep website publication, delivered software, customer configuration, operating result, independent assurance and written contract as separate evidence layers. A strong statement at one layer must not silently become a guarantee at another.

LENS 1

A fillable structure for proceed

Define the exact proposition and current authoritative source.

LENS 2

Pause

Name the responsible person, system, dependency, and version.

LENS 3

Or reject based on a scoped proof rather than a generic demonstration

Specify the evidence and how an independent reviewer checks it.

LENS 4

Scope and limits

Record scope, failure, unresolved question, and safe next action.

OWNED ARTEFACT

This chapter contributes to an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.

CHAPTER 14 • APPLY

Turn “Recommendation template” into decision evidence

Move from explanation to a record an accountable owner can use, challenge, update, and carry into proof, procurement, operation, or exit.

Begin with the chapter proposition, a fillable structure for proceed, pause, or reject based on a scoped proof rather than a generic demonstration., and write it as one or more falsifiable questions. For each question, define scope and time, authoritative website source or customer source, delivered artefact, relevant observed operation, named owner, comparison or acceptance rule, raw evidence, known limitation, and decision consequence.

Use the guide-wide scenario: an executive committee compares continuing a fragmented incumbent arrangement with proving one accountable workflow through workspace, API or owned deployment before expanding capital and organisational reliance. Walk it end to end and ask what this chapter changes at request, source, model/tool/rule, human authority, target, evidence, deployment, operation, commercial or exit state. Do not accept a screenshot or summary when the underlying manifest, result, packet, record or contractual term can be inspected.

The proof discipline for this guide is: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation. Preserve negative and unverifiable results. A gap can be remediated, contracted, accepted by the competent owner, or block the decision; it must not disappear behind roadmap language or an average score.

QUESTION	REQUIRED RECORD	OWNER / STOP
What is claimed?	Exact wording, scope, date, source	Guide decision owner
What exists?	Delivered manifest, interface, artefact	Technical/product owner
What is configured?	Customer data, roles, rules, posture	Customer control owner
What happened?	Raw run, target state, packet, metric	Domain/operations owner
What is assured?	Test/report scope, findings, limits	Independent challenger
What is committed?	Offer/agreement, remedy, exit term	Procurement/legal owner

Evidence ladder for recommendation template; not every question needs every row, but no row may be implied without evidence.

DECISION RECORD

Record pass, conditional pass, gap, fail, or unverifiable; link evidence, owner, remediation, date, residual risk, and effect on decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.

FIND A SUBJECT

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CLOSING DECISION RECORD

Close with one evidence-backed, reversible decision

The guide is complete when its reader can decide whether to proceed, narrow, remediate, contract a condition, hold, reject, or exit, and another person can understand why.

Assemble an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision. State the question, scope and exclusions, scenario or workflow, current baseline, canonical source snapshot, delivered manifest, customer configuration, corpus and method, results and failures, owner decisions, risks, operational and commercial conditions, evidence links, remedies, stop/exit and review triggers.

Run the final discipline: Baseline the current workflow and full cost/risk, select one consequence boundary, define value and counter-metrics, run the same corpus and failure cases, test sovereignty and exit claims, cost the operating model, record gaps, and issue a proceed/narrow/hold/reject recommendation.

Have board or ministerial sponsor, domain executive, CIO/CTO/CDO, risk and security, finance/procurement/legal, operations, affected-user owner, and proof lead sign only the boundaries they own. Record pass, conditional pass, gap, fail or unverifiable per proposition. Preserve dissent and raw evidence. A brochure can organise the decision; it cannot make the evidence true or take responsibility from the people who rely on it.

DECISION RECORD	executive-decision-guide-decision	
QUESTION	decide whether Dweve deserves a scoped proof of value and which strategic problem should enter it first.	BOUNDED
SOURCES	website copy + delivered material	CAPTURED
PROOF	corpus + failures + recovery	RUN
OWNERS	domain + technical + assurance	SIGNED
CONDITIONS	gaps + remedies + contract	DATED
DECISION	go / narrow / hold / stop / exit	RECORDED
The closing record remains useful after the presentation, release, team, supplier, or contract changes.		

GUIDE OUTPUT

Produce an investment recommendation that ties one workflow, value case, risk boundary, proof result, operating model, commercial shape, and exit condition to a named decision.