

SAMPLE OUTPUT, CONTINUED

Decisions three through five, then how to read the ranking.

#3 Safety-stock overrides on volatile SKUs

ALSO ON THE P&L WALK → TOP 10

Stockout penalties one way; carrying cost the other

▲ Risk

weekly

#4 Credit-hold releases, repeat customers

NEW FIND – INVISIBLE AT C-SUITE

Slow release = lost orders; rushed release = bad debt

● Decision Velocity

~25× / week

#5 Slow-mover markdown timing

ALSO ON THE P&L WALK → TOP 10

Cash trapped in aging inventory while price talks drag

■ Profit (cash)

monthly

HOW TO READ THIS

Score every candidate by frequency × pain. Decisions that also surfaced on the P&L Walk matter most – two methods converged on them independently. The new finds aren't noise: they're how the business actually runs, not how the org chart says it runs.

Your operators already know. Nobody has asked them in a format that turns the answer into capital.