

The Pre-Mortem Card

FROM RISK TO REWARD | CHAPTER 4

DR. GENE A CONSTANT

Imagine your plan has already failed. Then make sure it does not.

NEW TO THIS? START HERE

Before a big decision, most of us only picture success. A pre-mortem flips that. You pretend it is a year from now and the plan went badly, then you write down why. It feels strange, and that is the point: it lets you see problems while they are still cheap to fix. You do not need a business. It works for a new job, a move, a big purchase or a family plan. Take twenty minutes and an honest pencil.

HOW TO RUN IT (20 MINUTES)

- 1 Write your plan in one sentence.
- 2 Read the failure line out loud as if it already happened.
- 3 Alone and quietly, list at least five reasons it failed. No arguing yet.
- 4 Read the reasons aloud. Group them into a few themes.
- 5 For each big theme, choose one change you will make now.

FOUR QUESTIONS BEFORE YOU COMMIT

- ☐ What problem are we really solving?
- ☐ What will it cost, in money and in time?
- ☐ When will the cash actually arrive?
- ☐ What result would make us stop?

Our plan, in one sentence: _____

"It is _____. The plan has failed and cost us. We are shutting it down. What happened?"

WHY IT FAILED (WRITE AT LEAST FIVE)

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____

THEMES AND THE ONE CHANGE WE WILL MAKE NOW

Theme (what kept coming up)	Our change	Who / by when

Decision: ☐ Go ahead as planned ☐ Go ahead with the changes ☐ Wait and test smaller first

Most plans survive their pre-mortem, stronger than before. The point is not to kill ideas. It is to stop paying full price for lessons.

globalsovereignuniversity.org/entrepreneurship | Free from Global Sovereign University, a tuition-free 501(c)(3) nonprofit. General education, not financial advice.

Global Sovereign University: Different by Design. Better by Mission.

Scan for the free owner tools

