



accountabili-buddy

CLARITY. COMMITMENT. FOLLOW THROUGH.



REFERENCE
SHEETS

REFERENCE SHEET 12

SUCCESS ANALYSIS

Successful follow-through deserves accurate attention.

The purpose is not to maximize praise.

The purpose is to determine whether success provides information that should influence future accountability.

FIRST: RECORD THE SUCCESS ACCURATELY

Examples:

"All three sessions happened."

"The application was submitted Tuesday."

"You completed five of the five planned calls."

"The goal is complete."

Avoid minimizing success.

Also avoid exaggerating it.

Professional acknowledgment can be simple:

"Three of three. Good."

Then determine whether anything needs to be learned.

NOT EVERY SUCCESS REQUIRES ANALYSIS

If a stable client completes a routine commitment exactly as expected, the conversation may require little more than:

“All three done. Same commitment next week?”

Do not turn every successful week into an interview.

Analysis is useful when the success provides new information.

WHEN SUCCESS DESERVES ANALYSIS

Look more closely when:

- The client previously struggled with the same behavior
- A new intervention was tested
- Performance improved substantially
- Circumstances changed
- Success required unusual effort
- The client exceeded the commitment significantly
- The behavior may now be stabilizing
- The goal was completed

ASK WHAT CHANGED

Example:

Previous weeks:

1 of 3

1 of 3

0 of 3

Current week:

3 of 3

Useful Question:

"What was different this week?"

Possible answers:

- Mornings worked better
- Competing goals were removed
- Client stopped editing before drafting
- Task was scheduled
- External deadline increased priority
- Circumstances simply happened to be easier

Do not assume the intervention caused the improvement.

DISTINGUISH INTERVENTION EFFECT FROM COINCIDENCE**Example:**

The Accountabili-Buddy moves study sessions from evenings to mornings.

The client completes all three.

Possible Conclusion:

Morning scheduling may be more effective.

Not Yet:

Morning scheduling solved the problem.

Look for replication.

One successful week is evidence.

Repeated successful weeks provide stronger evidence.

ASK WHETHER SUCCESS WAS SUSTAINABLE

A client may technically complete the commitment through a method that cannot reasonably continue.

Example:

"I finished all five sessions, but I stayed up until 2 a.m. three nights."

The result is successful.

The method may not be.

Useful Response:

"You completed all five. Do you think the way you got them done is sustainable?"

Do not require clients to repeat an unhealthy or impractical method merely because it produced completion.

DO NOT CONFUSE HIGH EFFORT WITH GOOD DESIGN

A client may succeed because they compensated for poor planning with extraordinary effort.

Example:

"I wrote the entire report Sunday night for eight hours."

Success does not prove:

"The plan worked."

It may indicate that the weekly structure was weak and that the approaching deadline materially changed the client's behavior.

The next accountability decision should reflect what the evidence actually supports about how the work was completed.

LEARN FROM PARTIAL IMPROVEMENT

Success is not always binary.

Example:

Previous performance:

0, 1, 0, 1

Current performance:

3 of 4

The client did not fully complete the commitment.

But the improvement may provide important evidence.

Ask:

“What changed enough to get three this time?”

Partial completion can still identify effective interventions.

DO NOT AUTOMATICALLY INCREASE THE TARGET

Successful week:

Three workouts completed.

Weak Automatic Response:

“Great. Let’s make it four.”

Before increasing, ask:

- Is three the intended sustainable level?
- Is progression required by the goal?
- Is the behavior newly established?

- Would another week at three provide useful stability?
- Does the client want a larger commitment?

Success does not create an obligation to escalate.

DO NOT AUTOMATICALLY MAINTAIN THE TARGET

The opposite error is also possible.

If the client repeatedly completes a commitment easily and the current level no longer serves the goal, progression may be appropriate.

Example:

A client commits to one sales call weekly.

For eight weeks:

- One call is completed immediately
- The client reports substantial additional capacity
- The business goal requires considerably more activity

Useful Question:

“Is one still the right accountability level, or has it become unnecessarily low?”

DISTINGUISH SUCCESSFUL OUTCOME FROM SUCCESSFUL SYSTEM

Successful Outcome

The commitment happened.

Successful System

The structure reliably supports the behavior under realistic conditions.

One successful outcome does not necessarily establish a successful system.

Repeated performance across ordinary conditions provides stronger evidence.

SUCCESS CAN SUPPORT REDUCED ACCOUNTABILITY

If the client:

- Acts without reminders
- Independently tracks the behavior
- Corrects deviations
- Maintains performance over time
- No longer needs meaningful intervention

then the appropriate next step may be **less accountability**.

Example:

"This has been stable for three months without much input from me. Do we still need weekly check-ins?"

The purpose is not permanent dependence.

SUCCESS CAN CLOSE THE GOAL

When the actual goal is complete, say so.

Example:

"You finished the certification. That goal is complete."

Do not automatically create:

- A harder certification
- Another professional goal
- A maintenance commitment

unless the client wants one and it serves a purpose.

ASK WHAT SHOULD BE RETAINED

Useful success information might include:

"Morning sessions consistently work."

“Client performs better with two active goals than five.”

“Draft-level quality definition prevents overediting.”

“Weekly planning on Sunday improves execution.”

Retain mechanisms that may improve future accountability.

DO NOT OVERPRAISE

Excessive praise can:

- Sound patronizing
- Make the practitioner’s approval too important
- Shift accountability toward pleasing the Accountabili-Buddy
- Distort ordinary completion into an exceptional event

Professional acknowledgment should match the achievement and the relationship.

SUCCESS ANALYSIS QUESTIONS

When useful, ask:

What changed?

Did our intervention contribute?

Was this repeatable?

Was the method sustainable?

Did the client use unusual effort to compensate for a poor structure?

Does this success support maintaining, increasing, or reducing the commitment?

Is external accountability becoming less necessary?

What should we remember?

THE CENTRAL PRINCIPLE

Success is evidence.

Use it to understand what supports follow-through, not merely as an occasion for praise or automatic escalation.