Revealing the Three Patterns and How Each Pattern Was Designed

Reveal the three patterns Joe discovered in his golf investigation.

Explain the instructional design behind each pattern.

Show what each discovery unlocked for Joe.

In my last email, I told you that Grandpa Joe had identified three potentially reusable patterns while investigating how Randy Smith helps Scottie Scheffler.

But I never told you what the patterns were.

That's the purpose of today's email.

The three patterns are:

1. RELATIONSHIP
2. LOOP
3. LENS

Before explaining what each pattern represents (and, critically, what each discovery unlocked for Joe), let me show you how we designed the patterns to be useful to readers.

Design	Objective
Recognizable	Give each pattern a distinct name, meaning, and vocabulary so readers can readily identify it.

Transferable	Package each pattern so readers can recognize and test it in other domains.
Memorable	Give each pattern a recognizable identity, reinforced through visual aids.

The design objective was for readers to become so familiar with the names and meanings of the patterns that they could eventually anticipate what Joe would be looking for. And begin using the patterns themselves.

The visual aids we designed included Fred Flintstone, Joe on horseback, an ESPN studio, and the “Three Amigos”.

Their purpose was to make the patterns easier to recognize and recall.

Here’s what each pattern represents and what it unlocked for Joe.

1. RELATIONSHIP — Describes the dependency between current state and determining the right next step.

Before Randy can decide what Scottie should work on next, he needs to understand where Scottie is right now.

WHAT IT UNLOCKED FOR JOE:

The realization that without understanding someone’s current state, he would be guessing about the next step.

2. LOOP — Describes the recurring evidence-based decision, feedback, and adjustment process.

Randy doesn’t make just one assessment, prescribe one adjustment, and walk away.

Scottie executes a step. Randy observes. Randy updates his understanding of Scottie’s current state and determines the next step based on that update.

Then the process repeats.

WHAT IT UNLOCKED FOR JOE:

The identification and naming of two critical levers for evaluating and comparing the quality of feedback loops across earning systems:

Frequency: *How often is current state observed and reassessed?*

Fidelity: *How accurately is current state measured?*

3. LENS — Describes how Randy "looks" at Scottie.

Randy doesn't look at Scottie primarily through his past results. Those provide context.

But when Randy determines what Scottie should work on next, he relies most on what Scottie's club and ball are doing right now.

That's how Randy "looks" at Scottie.

WHAT IT UNLOCKED FOR JOE:

A fundamentally different perspective on the world.

Joe learned to look beyond outcomes and other contextual information, focusing instead on current state as the defining consideration when determining what someone should do next.

Once Joe saw things that way, he couldn't unsee it.

Armed with these three patterns — RELATIONSHIP, LOOP, and LENS — we had equipped Joe to investigate other processes and test whether those same patterns appeared elsewhere.

The golf investigation was over for Joe…

but he had emerged as an entirely different caliber of investigator than when he started.