

Barriers to Pruning Work

Cognitive Biases that can be Barriers to Pruning work	Description	How this bias may influence your propensity to prune	Mind frames, beliefs and actions that will help you to engage in Pruning despite this bias
A. The Sunk Cost Fallacy	The sunk cost fallacy is the tendency to continue an endeavor because of past investments, despite negative outcomes.		
B. The Anecdotal Fallacy	The anecdotal fallacy involves drawing broad conclusions based on isolated or personal experiences, lacking robust evidence.		
C. The Ostrich Effect	The Ostrich effect describes the tendency to avoid or ignore unpleasant information or situations, like an ostrich hiding its head in the sand.		
D. Optimism Bias	Optimism bias is the tendency to overestimate positive outcomes and underestimate negative outcomes in the future.		
E. Confirmation bias	Confirmation bias is favouring information that confirms preexisting beliefs and assumptions and ignoring evidence that contradicts them.		
F. Other			

Examine

	Strong Evidence of Impact	Limited Evidence of Impact
Higher Effort		
Lower Effort		

Pruning Ranking Grid

Rank order for pruning action

Pruning Category	1	2	3	4
A. Completely Remove				
B. Cutback & Stimulate Rejuvenation				
C. Reshape, Thin & Enhance Structural Integrity & Coherence				

Pruning Season Planning

Map out and identify specific opportunities where you should engage in pruning for different targets

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10
Term 3										
Term 4										
2023										

2024										
Term 1										
Term 2										