How to Interpret the Opportunity Matrix

A66 V1.0.2 / DEC-OM-001

A decision-state field guide for turning a matrix location into a governed action without hiding lifecycle, version, scope, uncertainty or learning risk.

Quadrant != Action

The quadrant is the map location. The governed state is the permission. Top-right is only a FUND candidate until all higher-order controls pass.

Three-stage interpretation

1 Location: opportunity + readiness. 2 Constraint gates: lifecycle, version, scope, evidence, defensibility, measurement, reversibility. 3 Permission: FUND, PREPARE, DEFER, IGNORE, VERIFY or REFUSE.

V1.0.2 closure

Native Excel repair-message closure removed invalid overlapping HANDOFF merges. V1.0.1 governance logic, required As-of freshness, full rows 4:100 Portfolio, multi-state Handoff and exact-token browser fail-closed behavior are preserved.

1. Read the matrix as a location first

Opportunity and readiness establish the visible cell. They do not finish the decision.

Visible cell	Base action	What the cell cannot prove
High opportunity / High readiness	FUND candidate	Evidence, defensibility and learning risk may still override.
High opportunity / Low readiness	PREPARE candidate	Value does not create capability.
Low opportunity / High readiness	DEFER candidate	Ease of execution does not create commercial value.
Low opportunity / Low readiness	IGNORE candidate	Current non-work; not a permanent ban.

Current-market position

Modern systems already use configurable scores, confidence, reversibility and readiness gates. A66's differentiation is the ordered override hierarchy plus explicit fail-closed states, lifecycle/version enforcement and frozen full-portfolio handoff.

2. Apply the Constraint Override Rule

Priority	Constraint	Override	Reason
1	Decision reopened	BLOCKED	Downstream interpretation cannot survive an open decision.
2	Decision record incomplete/version-invalid	BLOCKED / VERSION	Required scope/reopen controls must be governed.
3	Outside decision	REFUSE	Scope outranks attractiveness.
4	Unknown / contradiction	VERIFY	Uncertainty is a state, not a zero score.
5	Slow learning + low reversibility	DEFER	The cost of being wrong is hard to unwind.
6	Limited evidence / weak defensibility	PREPARE / DEFER / IGNORE	Support base can downgrade the cell.
7	No override	Use quadrant action	Only now does the visible location route action.

3. Six worked opportunities

Fictional opportunity	Visible cell	Critical condition	Governed state
Integration comparison cluster	High / High	All gates pass	FUND
Regulated compliance topic	High / Low	Reviewer dependency	PREPARE
Niche support content	Low / High	Lower commercial value	DEFER
Broad unrelated glossary	Low / Low	Limited evidence + weak defensibility	IGNORE
Competitor AI citation gap	High / High	Contradictory evidence	VERIFY BEFORE CLASSIFYING
Global category expansion	High / High	Outside decision	REFUSE - OUTSIDE DECISION

The teaching comparison

Three opportunities can occupy the same High/High cell and still become FUND, VERIFY or REFUSE. Plotting and interpreting are different operations.

4. Govern the whole portfolio

V1.0.2 no longer assumes one predefined row per action. Every populated Opportunity row from 4 through 100 flows into Portfolio and the frozen Handoff.

Multiple FUND

Two or ten FUND opportunities remain visible as separate governed rows. State counts update across the full supported range.

Zero-state portfolios

A portfolio may legitimately have zero PREPARE, zero FUND or several VERIFY records. The Handoff does not manufacture a slot just to fill a category.

New opportunity after freeze

Once a Snapshot ID exists, a newly populated opportunity with no frozen key becomes NEW RECORD - DRIFTED and Share State returns NOT READY.

Late-row governance

Rows 7, 10 and 100 are directly tested. Row 100 can be frozen, changed and re-versioned; any post-freeze change invalidates the older snapshot.

5. Completeness and version governance

Decision and opportunity records are not usable merely because their headline fields look complete.

Governed object	Required/version-bearing control	Fail-closed result
Decision Contract	Excluded decisions + Reopen-if are required and included in the version	Missing -> REPAIR DECISION CONTRACT; changed -> VERSION UPDATE REQUIRED
Opportunity	As-of date is required and included in the version snapshot	Missing -> cannot FUND; unversioned change -> VERSION UPDATE REQUIRED
Portfolio	Every populated row 4:100 is represented	Seventh/tenth/late-row records cannot disappear from Portfolio
Handoff	Row-level freeze key for every supported opportunity	New/removed/changed/re-versioned row -> DRIFTED / INVALID

6. Browser and workbook fail closed together

The browser State Interpreter now demonstrates the same highest-priority lifecycle/version gates as the workbook before evaluating the seven opportunity constraints.

Input family	Example bad state	Result
Decision lifecycle	REOPEN REQUIRED	BLOCKED - DECISION REOPEN REQUIRED
Version integrity	VERSION UPDATE REQUIRED	VERSION UPDATE REQUIRED
Controlled tokens	wrong-case or unsupported value	REPAIR INTERPRETER INPUT
Evidence	CONTRADICTORY / UNKNOWN	VERIFY BEFORE CLASSIFYING
Scope	OUTSIDE DECISION	REFUSE - OUTSIDE DECISION
Learning risk	SLOW + LOW reversibility	DEFER

Static browser QA

30/30 classifier fixtures PASS, including wrong-case and unsupported values for every controlled field.
The tool remains local-only and does not validate real evidence.

7. QA state, evidence and limits

WORKBOOK

Formula-error scan: 0. Actual-state adversarial suite: PASS with 0 failures. Native-QA: 122/122 PASS. Exact V1.0.2 production workbook native Excel clean-open/recalculate/save/close/reopen: PASS with no repair/content warning. Tests cover Decision Contract completeness, required freshness, rows 7/10/100, multiple FUND, zero PREPARE, full-range freeze, new-record drift and late-row governed V2 drift.

BROWSER

Classifier: 30/30 PASS statically. Exact-token failures route REPAIR INTERPRETER INPUT. Decision lifecycle and version integrity are represented directly. Installed desktop/mobile/keyboard testing remains pending.

METHOD CONTEXT

Green Book 2026: ranking is not sufficient and risk/uncertainty should stay visible. CEBMa: evidence quality and context matter. TheyDo: configurable opportunity matrices. Userpilot 2026: confidence, reversibility and hard gates. Noreon: value/readiness plus named gating constraints. None validates the proprietary A66 router.

DIRECT-TEST BOUNDARY

Native Excel is accepted for the exact V1.0.2 workbook. Installed desktop/mobile/keyboard browser testing remains the direct gate. READY TO SHARE is internal consistency, not expenditure approval.