
THE FOK PRINCIPLE
FILL OR KILL METHODOLOGY
RECOGNITION BEFORE DECISION
Final Level of Agreement
COACHING VERSION
ENGLISH EDITION
Founder's Edition
PAUL SCHIEFER
VIENNA 2026

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COACHING VERSION · ENGLISH EDITION

One volume for your course.

The book, Daily Advisor and worksheets form one working volume. The FOK Principle remains the foundation. This edition adds navigation and space for your preparation.

The value for coaches

Prepare a book passage, its application in the Advisor and the related exercise together. Page references reduce searching; the notes area keeps your examples, questions and observations alongside the content.

How to work with it

Read the book first. Then choose the passage for your course, follow the references to the Advisor and worksheets, and prepare your discussion questions. After the session, record what was understood and what still needs clarification.

Finding your way through the volume

References in the notes area use this combined volume’s PDF pages, counted from the cover. Printed book page numbers are also shown and may differ from the PDF count. Bookmarks lead to the book, Advisor and worksheets.

Space to think

A4 landscape, double-sided: content towards the binding, notes on the outside. Subtle lines guide your writing. This edition supports course preparation and teaching; it does not confer certification or guarantee learning outcomes.

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PUBLICATION

Publication Information

THE FOK PRINCIPLE Recognition before Decision · FLA – Final Level of Agreement

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Vienna, 2026

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The English and German editions were developed as parallel original editions. They share the same binding method architecture; wording and examples follow the language and application context of each edition.

The FOK Principle is a proprietary, scientifically informed and empirically testable framework. It is not an externally accredited standard and has not, in this edition, been independently validated as one unified intervention. The book does not replace qualified legal, medical, tax, financial or other domain advice.

Website: www.whatthefok.buzz

Quotations, references and bibliographic details have been prepared with care. The cited original sources and the limits of their research designs remain authoritative.

FRONT MATTER

Founder's Note

“Our customers want an app.” Imagine hearing that sentence in a meeting. The conversation moves straight to cost, features and a launch date. Yet no one has established who said it, what problem the customers want to solve or whether an app would help. Everyone may know their subject while the discussion still misses the decision that matters.

I developed the FOK Principle for moments like this. My concern is how people can reach a judgement of their own when persuasive claims arrive faster than the reasons behind them. A person making a decision needs a way to bring experience, values and what they actually know into the same conversation.

The starting question is simple: what do we need to decide here? To answer it, we separate what we have observed from what others report and from the conclusions we add. We then establish what matters to us, which boundaries apply and which uncertainties we can accept. Together, these form the Decision Frame.

This takes attention, but it does not require a form for every small choice. A few sentences may be enough for a modest, reversible decision. When the stakes are high or responsibility is shared, the foundations need closer examination and a record. The effort should fit the decision.

FOK stands for Fill or Kill. It refers to a check before the choice: if the preparation is sufficient, the decision can proceed. If an essential foundation is missing, the question returns to the point that needs clarification. This check is called FLA, Final Level of Agreement. The book develops its seven conditions and their use step by step.

Agreement means that participants understand and accept the basis on which the decision will be made. They may still prefer different options. When deciding alone, I can examine my reasons and face the strongest objection to my preferred solution. Responsibility for the choice stays with the person making it.

I stand behind this principle because its purpose matters to me: people should be able to take a position and explain what supports it. Heart, experience and conviction belong in that process. Someone who believes a course is right need not hide behind a method. They should, however, be able to recognise where they know something, where they are making an assumption and where a personal value guides their judgement.

The book moves from this purpose to the method and its limits. The scientific section explains the research informing individual components. This edition does not have an independent evaluation establishing the effectiveness of the complete FOK Principle. My conviction cannot supply that evidence. The method must be open to testing in use.

Start with the first chapter and follow the situations. You do not need to learn the terminology in advance. When you work on a decision of your own, the overview guides you through the same eleven steps. You can skip the scientific discussion on a first reading and return to it when you want to examine the evidence. The Daily Advisor then helps you practise; this book explains the principle.

Scenes in this book are illustrative and composite unless explicitly identified as documented public cases with sources. Nordstern is also a fictional teaching case. The real decision

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autopsies draw on published investigations; they do not establish retrospective use or effectiveness of FOK.

My starting point remains: look closely and understand before deciding. Recognition before Decision.

Four labels keep the boundaries of every claim visible:

- **EVIDENCE:** a statement about a specifically cited finding within the boundaries of that study or source.
- **DESIGN INFERENCE:** a methodological inference drawn from findings; not direct proof of the effect of the complete FOK system.
- **FOK INTERNAL DEFINITION:** a binding rule inside the FOK Principle, not an externally recognised mark of maturity or quality.
- **HYPOTHESIS:** a testable assumption that must still be confirmed or rejected through application and evaluation.