

The Four Lenses Grid

Run every serious job posting through this grid before you spend a dollar chasing its requirements.

Quote the posting’s certification wording exactly, read required-vs-preferred **as written**, attribute the probable lens (Machine, Recruiter, Skeptic, Rulebook), weight it, and choose an action. The gray row is a worked example; the blank rows are yours. This grid feeds Chapter 6’s Local Demand Scan.

The exact wording (quoted)	Required or preferred (as written)	Which lens probably wrote it	Weight	Your action
“recognized security certification required”	Required	Rulebook + Machine (audit-driven; same sentence in every technical posting the bank runs)	High - it filters	One recognized entry credential, cheapest legitimate route; spend the difference on the lab that moves the Skeptic

Weight key

High = Lens 1 or 4 (it filters). **Medium** = Lens 2 (it tiebreaks). **Low-but-different** = Lens 3 (it wants backing evidence, not more credentials).