



BOARD VIEW

Sales - AI-Generated Commercial Terms

Suite: Financial & Commitment Authority Suite **World:** Sales Authority Governance **Outcome:** ESCALATE

What happened (execution intent)

AI-assisted workflow wants to send a quote with 38% discount and custom terms.

Status quo	CPQ guardrails are static; approval routing is external and easy to bypass with manual sends.
AI shift	AI drafts pricing and contract language faster than review cycles; exceptions slip through under urgency.
Judgement Spine difference	Judgement Spine gates commercial commitments before they become customer-visible. Out-of-band discount/terms become a governed MTM. If authority is insufficient, it returns ESCALATE: draft-only until finance and legal approve, time-boxed and bound.
Impact	Revenue velocity stays high while unauthorised commitments disappear; proof exists before send.

Decision summary

Outcome	ESCALATE
Bounds enforced	<ul style="list-style-type: none">- draft-only until approvals- margin floor enforced- terms deviations highlighted- approval time-box 30 minutes
Escalation path	Route to finance + legal approvers; auto-release only with signed authority token.

Proof you can produce in 60 seconds

1. Open WOW_PACK/OPEN_ME.html (offline).
2. Select this scenario and click Replay (90 seconds).
3. Open Regulator View and Dispute Pack PDFs.
4. Run verify_manifest.py to confirm integrity (hashes + signature if available).

Evidence Pack ID: JSP-PUBLIC-20260302-SALES_AI_GEN-0001 **Control plane demos:**
<https://judgementspine.com/control-plane-demos>

Note: This is a public, redacted, illustrative pack. The structural claim is about runtime authority, bounded autonomy, and proof written before consequence.