



DISPUTE PACK

Sales - AI-Generated Commercial Terms

World: Sales Authority Governance **Outcome:** ESCALATE **Evidence Pack ID:**
JSP-PUBLIC-20260302-SALES_AI_GEN-0001

1. What was claimed / requested

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

2. What the system allowed vs blocked

Allowed

- Drafting and preparation can continue.
- Execution is paused pending named authority.

Blocked

- Commit actions until approvals are recorded.

3. Why (governance rationale)

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.

This pack is designed to survive dispute: it links decision, authority, bounds, and integrity in one exportable object.

Evidence references

4. Evidence signals

- discount_percent
- margin_floor
- term_deviation_flags
- deal_stage
- rep_authority_band
- approver_roster

5. Evidence artefacts in this bundle

policy_trace.ndjson	Which doctrine checks fired and why.
audit_export.ndjson	Execution-time event record.
provenance_chain.json	Illustrative provenance and chain integrity.
authority_contract.json	Named authority + bounds contract.
manifest.json + signature	Integrity references (tamper-evident).

6. Integrity verification

Run `verify_manifest.py` from the root folder and retain the output as part of the dispute file.

If the hashes and signature verify, the pack is unmodified since it was sealed.

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