



REGULATOR VIEW

Sales - AI-Generated Commercial Terms

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

1. What action happened

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

2. Who held authority

Primary authority	Finance Approver
Secondary authority	Legal Approver
Escalation roles	Finance Approver, Legal Approver
Authority principle	No consequential action proceeds without named human authority.

3. What was enforced at runtime

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.

4. What would happen if confidence dropped

Without governance: Quote could go out with unauthorised discount/terms; remediation becomes renegotiation or leakage.

Prevented failure mode: customer-visible commitment by AI speed

Illustrative exposure: margin leakage + contract risk

Note: exposure figures are illustrative; the structural claim is that the system intercepts and governs at the moment before consequence.

Evidence & Integrity

5. Evidence minimums and signals

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

6. Portable artefacts included in this pack

evidence_pack.json	Top-level decision record and links.
authority_contract.json	Who can authorise what, with what bounds.
policy_trace.ndjson	Versioned doctrine checks evaluated.
audit_export.ndjson	Runtime event log for audit ingestion.
provenance_chain.json	Illustrative model/prompt/tool-call chain integrity.
manifest.json + signature	Tamper-evident integrity for this entire bundle.

7. Integrity verification

Run **verify_manifest.py** in the root folder to recompute SHA-256 hashes and verify the signature (when cryptography or OpenSSL is available).

Expected output: **PASS** (no files changed).

This proof object is designed to be inspected without access to the originating systems.

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