OUTSELL PLAYBOOK

OUTSELL JOURNAL - DECISION WORKSHEET

Agent skill registries for GTM: a lifecycle and security governance plan

QUESTION

How should a B2B go-to-market team approve, reuse, update and retire agent skills without spreading hidden risk?

GUIDE TAKEAWAY

Treat a reusable agent skill as versioned operational software, not a prompt snippet. Assign purpose, publisher, permissions, scan evidence, test results, owners, rollback and retirement before it enters revenue work.

START HERE

Register purpose, publisher and dependencies.

YOUR SITUATION

Account or cohort

Decision to make

Starting state and exclusions

Evidence sources, dates, and limitations

Unknowns to validate

WORK THROUGH THE GUIDE

1. Register purpose, publisher and dependencies

Evidence or input

Output or decision

Owner and review point

2. Assign risk class and least privilege

Evidence or input

Output or decision

Owner and review point

3. Scan and review every immutable revision

Evidence or input

Output or decision

Owner and review point

4. Run decision-specific regression tests

Evidence or input

Output or decision

Owner and review point

5. Pilot, monitor, roll back and retire

Evidence or input

Output or decision

Owner and review point

COMPARE THE OPTIONS

Prompt snippet

Useful when: A person needs a one-off drafting aid

Limitation: Version, owner and dependencies are unclear

Suggested action: Keep use local and require output review

Why this fits our situation

Evidence needed before acting

Registered read-only skill

Useful when: A repeatable task uses approved evidence

Limitation: Bad instructions can spread consistently

Suggested action: Version, scan and test the decision

Why this fits our situation

Evidence needed before acting

Skill with bounded action

Useful when: A deterministic target change is needed

Limitation: Wrong identity or retry can cause damage

Suggested action: Validate parameters and require approval

Why this fits our situation

Evidence needed before acting

Broad autonomous skill

Useful when: Many tools and consequences are connected

Limitation: Failure and authority compound across systems

Suggested action: Split into smaller governed skills

Why this fits our situation

Evidence needed before acting

COMMIT TO A BOUNDED NEXT STEP

Chosen action

Responsible owner

Required approval

Success measure and definition

Review date

Continue, revise, or stop criteria

Guide: https://outselll.com/blogs/agent-skill-registry-governance-gtm/

Publisher and evidence policy: https://outselll.com/editorial-policy/