OUTSELL PLAYBOOK

OUTSELL JOURNAL - DECISION WORKSHEET

GPT-6.2 in Microsoft Copilot: a model-change acceptance test

QUESTION

How should a B2B team evaluate GPT-6.2 Sol or Astra in Microsoft Copilot before changing buyer-facing work?

GUIDE TAKEAWAY

Treat a new model as a change to a working system. Test the same representative tasks, evidence and failure cases; record availability and permissions; and let an accountable owner decide where the change is acceptable.

START HERE

Inventory the exact task, surface and consequence.

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. Inventory the exact task, surface and consequence

Evidence or input

Output or decision

Owner and review point

2. Freeze representative cases, sources and scoring

Evidence or input

Output or decision

Owner and review point

3. Verify access, permissions and processing boundaries

Evidence or input

Output or decision

Owner and review point

4. Run blind evidence-first tests and failure cases

Evidence or input

Output or decision

Owner and review point

5. Release by risk lane with rollback and re-test triggers

Evidence or input

Output or decision

Owner and review point

COMPARE THE OPTIONS

Current accepted process

Useful when: The task is stable and change has no proven benefit

Limitation: Existing weaknesses may remain invisible

Suggested action: Keep as control and document known limits

Why this fits our situation

Evidence needed before acting

GPT-6.2 Sol route

Useful when: Eligible surfaces and task tests meet thresholds

Limitation: Availability and behaviour may vary

Suggested action: Approve only named tasks and surfaces

Why this fits our situation

Evidence needed before acting

GPT-6.2 Astra route

Useful when: Complex tasks justify its eligible access path

Limitation: Frontier access differs by surface and tenant

Suggested action: Record eligibility and use evidence-first review

Why this fits our situation

Evidence needed before acting

Auto model selection

Useful when: Convenience matters more than fixed reproducibility

Limitation: Routing can change without a task-specific decision

Suggested action: Use only where variability is acceptable

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/copilot-gpt-6-2-model-change-acceptance-test/

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