OUTSELL PLAYBOOK

# OUTSELL JOURNAL - DECISION WORKSHEET

SAP ABAP agentic execution: a release-state and control evidence plan

## QUESTION

How should SAP services marketers explain agentic execution on ABAP without confusing platform vision, available MCP tools and planned capabilities?

## GUIDE TAKEAWAY

Tie every agent claim to the exact ABAP environment, release state, tool, authorization boundary, audit evidence and human decision. A platform vision becomes credible when the buyer can inspect what is available and what remains planned.

## START HERE

Choose one SAP process and exact landscape.

## 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. Choose one SAP process and exact landscape

### Evidence or input

### Output or decision

### Owner and review point

2. Register capability, release state, licence and prerequisites

### Evidence or input

### Output or decision

### Owner and review point

3. Bound identity, tools, objects, actions and approvals

### Evidence or input

### Output or decision

### Owner and review point

4. Test normal, denied, failed and rollback paths

### Evidence or input

### Output or decision

### Owner and review point

5. Publish only dated evidence with accountable owners

### Evidence or input

### Output or decision

### Owner and review point

## COMPARE THE OPTIONS

Read-only advisor

Useful when: Experts need faster evidence retrieval

Limitation: Cannot complete the business action

Suggested action: Validate sources and escalation

### Why this fits our situation

### Evidence needed before acting

Supervised proposal agent

Useful when: Agent can draft while a person decides

Limitation: Review may become a bottleneck

Suggested action: Measure disagreement and reviewer effort

### Why this fits our situation

### Evidence needed before acting

Bounded execution agent

Useful when: Tools and controls are mature

Limitation: Errors can affect live processes

Suggested action: Enforce authorization, validation and rollback

### Why this fits our situation

### Evidence needed before acting

Traditional workflow automation

Useful when: Rules and sequence are stable

Limitation: Handles ambiguity poorly

Suggested action: Prefer deterministic logic where sufficient

### 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/sap-abap-agentic-execution-evidence-plan/

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