OUTSELL PLAYBOOK

OUTSELL JOURNAL - DECISION WORKSHEET

SAP and TechWolf: turn a work context graph into buyer evidence, not a capability claim

QUESTION

How should SAP services and enterprise-AI teams evaluate a work context graph before using it to support workforce-agent and transformation claims?

GUIDE TAKEAWAY

A work context graph becomes commercially useful when buyers can inspect its sources, update rules, confirmation states, permitted uses and decision limits. Acquisition completion is not proof that every integration or outcome is available.

START HERE

Define one workforce decision and accountable owner.

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. Define one workforce decision and accountable owner

Evidence or input

Output or decision

Owner and review point

2. Map source, inference, confirmation and correction states

Evidence or input

Output or decision

Owner and review point

3. Set agent read, write, refusal and approval boundaries

Evidence or input

Output or decision

Owner and review point

4. Evaluate supported answers and correction propagation

Evidence or input

Output or decision

Owner and review point

5. Publish role-specific evidence with expiry and review

Evidence or input

Output or decision

Owner and review point

COMPARE THE OPTIONS

Static job and skills inventory

Useful when: Roles change slowly and planning is periodic

Limitation: Descriptions can become stale between reviews

Suggested action: Add ownership and a fixed refresh cycle

Why this fits our situation

Evidence needed before acting

Inferred skills architecture

Useful when: Initial coverage is incomplete or fragmented

Limitation: Inference is not employee confirmation

Suggested action: Label state and provide validation

Why this fits our situation

Evidence needed before acting

Work context graph

Useful when: Multiple work and market signals must connect

Limitation: Lineage and purpose can be difficult to inspect

Suggested action: Map sources, states and corrections

Why this fits our situation

Evidence needed before acting

Agent-grounded decision support

Useful when: A bounded question needs current context

Limitation: Authority or retrieval can exceed the task

Suggested action: Limit actions and test refusal

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-work-context-graph-buyer-evidence/

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