

A proposed use case becomes a pilot brief

You practise this in the course

USE CASE

First drafts of client proposals

TEAM

Six people in sales

DURATION

Four weeks

Measures

- Time per proposal, measured before and during the pilot.
- Edits needed before a draft is approved.
- Team confidence, surveyed at the start and the end.

Risks

- Client data in prompts: work accounts only, with an agreed rule.
- Quality: every draft reviewed before it is sent.

Decision criteria

- **Scale** if quality holds and reviewers agree it saves effort.
- **Change** if it helps but needs a better template or process.
- **Stop** if quality or data rules cannot be met.

YOU START WITH

One promising use case from the register.

WHAT YOU PRACTISE

Choosing a pilot and setting measures, risks and decision criteria before it starts.

THE PROMPT USED

"Draft a one-page pilot brief for this use case: scope, people and duration; measures with a baseline taken first; the main risks; and criteria to scale, change or stop, agreed before the pilot starts."

THE FINISHED OUTPUT CONTAINS

- Scope, people and duration
- Measures, with a baseline taken first
- Risks and how they are managed
- Criteria to scale, change or stop

STILL NEEDS HUMAN CHECKING

- The baseline is measured before the pilot starts
- Data rules are agreed with the right people
- Criteria are set before results come in

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