Scope sheet — anatomy of a figure that stands up

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Five lines attached to every answer · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. **The most frequent case is not the wrong figure: it is two correct figures that do not count the same thing**, with nothing on the page to say so.

The five lines attached to every answer

Line	Content	The argument it prevents
Source	The database queried	« That is not what my system says »
Filters	**One by one, in plain words**	**« Did you count the credit notes? »**
Indicator definition	Formula and arbitration date	« Whose margin? »
Period and cut-off date	Exact bounds	« As of when? »

Line	Content	The argument it prevents
Scope changes during the period	**Dated and quantified**	**The 1 April branch transfer**

Reproducibility — what goes further than display

Every answer carries an identifier, and **the query that produced it is kept exactly as it ran**. *A reproducible figure is one that does not depend on the day it was asked for:* the same question asked again in six months returns the same value, **even if a salesperson has changed portfolio in the meantime**.

The 1 March definition change, and its effect

Fact	Value	Consequence for reading
Decision	Include year-end rebates in the purchase price	Taken on 26/02 by the management controller
Effective date	01/03	—
Effect on the reported margin	**+1.8 points**	**February and March are not comparable until one definition is chosen for both**
Risk avoided	—	**A committee attributing to sales performance a gap born of a calculation rule**

What checking was costing

Item	Before	With the agent	What remains
Checking a figure's scope	**30 % of the time of an analysis request**	**4 %**	**What disappears is not the checking, it is the rebuilding**

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As soon as an answer crosses a definition-change date, the sheet flags it at the top, with the date, the decision and its author. You do not have to remember it: **the figure remembers it.**

For management control to settle

Definition review cadence (quarterly proposed): _____

Request a demo with your own documents

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https://bluelemonagent.ai/en/entreprises/cas-usage/agent-daide-a-la-decision-analyse-de-donnees

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