AI sales role-play scenario and human review

Design a fictional practice attempt, inspect observable behavior and plan a workplace action.

Your reusable working template 1/2

1. Use invented approved material and test the buyer prompt before practice.
2. Agree criteria with human reviewers; model grades are not validated competence measures.
3. Inspect one or two transcript moments, then repeat a targeted behavior.
4. Separate simulation improvement from workplace application and arrange a real-work follow-up.

Target moment, learner role and three observable behaviors

Fictional buyer card: responsibility, constraint, known and unknown facts

Seller authority, information boundaries and stop conditions

AI instruction: one turn at a time, reveal conditions, no invented facts

A practical Tibyan working aid, not a validated assessment. Example is hypothetical; adapt decisions and figures to your context. Do not enter sensitive information in a shared copy.

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Design a fictional practice attempt, inspect observable behavior and plan a workplace action.

Your reusable working template 2/2

Human rubric and transcript evidence, not observed/partly/clearly

Learner reflection and AI suggestions to verify

Second attempt: one behavior change and comparable difficulty

Workplace action, observer, review date and tool/model record

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Completed hypothetical example 1/2

Target moment, learner role and three observable behaviors

Discount request; seller clarifies constraint, respects authority and agrees a useful next step.

Fictional buyer card: responsibility, constraint, known and unknown facts

Operations buyer; budget supports one line; offer covers two; technical approval unknown.

Seller authority, information boundaries and stop conditions

Seller may explore scope; no discount or integration-date approval; fictional inputs only.

AI instruction: one turn at a time, reveal conditions, no invented facts

Act as card buyer; reveal budget when asked; no coaching until stop; return rubric passages without qualification judgment.

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Completed hypothetical example 2/2

Human rubric and transcript evidence, not observed/partly/clearly

First attempt offers 10% immediately and promises date; clarification/authority not observed; reviewer cites exact passages.

Learner reflection and AI suggestions to verify

Learner notices assumed price-only problem; AI's praise for confidence is rejected as irrelevant.

Second attempt: one behavior change and comparable difficulty

Repeat: ask which outcome fits first phase, summarize one-line constraint and propose authorized review.

Workplace action, observer, review date and tool/model record

Manager observes next suitable customer call; record approved tool/version and date; learner can challenge inaccurate feedback.

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