COMPLETED ELIGIBLE HANDOFF - FICTIONAL EXAMPLE

Confidence Handoff

Display-only output from an H06 completed record. This PDF does not calculate or change confidence.

Method boundary: This handoff uses qualitative confidence. It is not a probability, percentage, score, calibrated accuracy measure, assurance opinion or guarantee.

ELIGIBILITY	CONFIDENCE	ASSESSMENT	HANDOFF
Eligible	**Moderate confidence**	**P11**	**H06 - Complete**

Assessment and decision scope

Exact assessment	the competitor is positioning its audit log as a primary enterprise buying argument in the named segment
Decision use and scope	the current-quarter B2B positioning brief for the named segment
Evidence-use review outcome	Use
Assessment rule	P11 - meaningful uncertainty
Assessment reason code	CONF-MODERATE-ONE-LINE
Rationale	The assessment rests on one effective line of support.

Strongest statement allowed

The evidence supports the inference that the competitor is positioning its audit log as a primary enterprise buying argument in the named segment, with Moderate confidence within the current-quarter B2B positioning brief for the named segment. Reliance on one effective line rather than a second independent line or direct sales evidence could change its scope or wording.

Uncertainty and assumptions

Principal uncertainty	Reliance on one effective line rather than a second independent line or direct sales evidence
Material assumptions	Limited and visible: public messaging may not represent every private sales conversation.

Wording boundary

> **Do not use:** definitive, conclusive, established fact, a numerical confidence percentage, or wording that removes the inference marker.

Decision governance and reopen condition

Consequence	Material / decision-changing
Reversibility	Costly to reverse
Overlay reason code	CONF-OVERLAY-CONSEQUENCE
Review requirement	Accountable reviewer required before material use.
Permitted action	Use only after accountable review and within the stated boundary.
Assessment owner	Competitive Intelligence Lead
Accountable reviewer	Strategy Director
Reopen condition	Reopen when a second independent line, contradictory sales evidence or a material positioning change appears.
Material time trigger	No

Record and method

Register reference	Fictional example - Confidence Register workbook
Method version	Confidence Statement Method v1.0.1
PDF eligibility	Permitted - completed eligible H06 handoff

Method limitation: High, Moderate and Low describe evidential support and uncertainty for one bounded assessment. They do not describe event probability or certainty.

Method guide: How to Assign Confidence Without Fake Precision