

5 things your product master can't tell your AI agent

Retail commercial decision memory. Your systems record what was decided: the range, the price, the order. They almost never record why. The why is what an agent needs to make a commercially sound call.

Five records your agent will ask for that no product master carries.

1

Where demand went when you delisted.

The exit is recorded. Which items absorbed the volume, and which shoppers simply left, is not.

2

Why the forecast was overridden.

The changed number survives in the system. The reason lives with the planner who changed it.

3

The constraints that shaped the range.

Supplier minimums, fixture limits, contracted facings: the range only makes sense with them attached.

4

The deal history behind the cost.

What was traded for that cost price: volume commitments, promotional support, payment terms.

5

Why decisions were reversed.

Relisted SKUs, unwound planograms, cancelled promotions: the reversal reason is the record that teaches the most.

Decision memory: why it was decided, what was rejected, what exceptions applied, **and what happened next.**