**Governance & Security**

* How does Collibra integrate with our existing security controls (Active Directory, SQL Server RLS, Azure AD, etc.) to enforce the rules defined in the catalog?
* Can Collibra manage both **data access policies** (who can see what) and **data usage policies** (how data should be used)?
* How does Collibra handle **sensitive data classification** (e.g., PHI, PII, PCI)? Can it automatically discover sensitive elements in our environment?

**📊 Integration & Architecture**

* What are the main **connectors and integrations** available out-of-the-box for SQL Server, Azure, Power BI, or our ETL tools (e.g., NiFi, ADF)?
* Does Collibra integrate with **cloud-native services** (like Azure Purview, AWS Glue, or Snowflake), and if so, how is lineage maintained across hybrid environments?
* Can Collibra scale with **large, complex data environments** (VLDBs, multiple cloud systems)?

**🔎 Data Catalog & Lineage**

* How does Collibra **automatically capture data lineage** from source systems to BI reports?
* Can Collibra show end-to-end lineage — for example, from SQL Server table → ADF pipeline → Power BI report?
* How does the **business glossary** tie back to technical metadata (columns, tables, schemas)?

**📏 Compliance & Audit**

* Can Collibra generate reports that prove **regulatory compliance** (GDPR, HIPAA, SOX) directly from the platform?
* How does Collibra handle **audit trails** (who requested access, who approved, who used the data)?
* Can we set **retention and masking rules** in Collibra, and how are they pushed down to databases or BI systems?

**👥 User Experience & Adoption**

* How does Collibra make data more **discoverable and self-service** for business users without needing IT support?
* How does Collibra support **role-based access** for business vs technical teams?
* What **training or adoption strategies** have worked best in organizations similar to ours?

**🚀 Strategic Fit**

* What are the **quick wins** we can realistically expect in the first 90 days of using Collibra?
* How does Collibra differentiate itself from tools like **Azure Purview, Informatica, or Alation**?
* What is the **governance operating model** (who owns policies, who approves, who enforces) that Collibra recommends for customers like us?

💡 Pro tip: Pick 3–4 questions (one from governance, one from integration, one from compliance, and one about adoption). That way you’ll look balanced — technical, security-aware, and business-minded.

👉 Do you want me to also draft a **1-minute “intro question”** you can ask early in the session (to show interest), and a **“closing question”** that leaves a strong impression on your manager?

**You said:**

yes

**ChatGPT said:**

Perfect 👍 Here’s how you can shine with an **opening** and a **closing question** during the Collibra presentation:

**🎤 Opening Question (shows curiosity & alignment)**

*“Before we dive deep, could you give us a quick example of how Collibra integrates with platforms we already use, like SQL Server or Power BI, to make governance practical in day-to-day work?”*

👉 Why this works:

* Shows you know your current environment.
* Signals you’re thinking about *practical use cases* early on.
* Gets them to anchor the presentation in something relevant to your team.

**🎤 Closing Question (leaves a strong impression)**

*“If we start using Collibra, what would be the most impactful quick win we could realistically achieve in the first 90 days, and what are the key roles our team would need to play to get there?”*

👉 Why this works:

* Shows you’re already thinking about **implementation and results**.
* Positions you as solution-oriented and aware of **team responsibilities**.
* Leaves your manager with the sense that you’re looking at **next steps, not just theory**.

📌 Between these two, you’ll look engaged at the start *and* strategic at the end.

👉 Do you also want me to prep a few **backup “middle-session” questions** you can throw in casually if the opportunity comes up (so it feels natural that you’re following along closely)?

**You said:**

I will need you to choose for me the best 2 question per session i can ask at the end

**ChatGPT said:**

Got it 👍 — I’ll give you **the 2 strongest closing questions per type of session**. That way, no matter whether the Collibra team is presenting a **technical demo**, a **compliance-focused session**, or a **business adoption pitch**, you’ll have the right ones ready.

**🔐 If the session is Security / Governance focused**

1. *“How does Collibra ensure that the governance rules we define here actually get enforced consistently across systems like SQL Server, Azure, and Power BI?”*
2. *“Can Collibra help us track and audit who accessed sensitive data, and does it integrate with our existing security tools for reporting?”*

👉 Why: shows you understand governance is **policy + enforcement**, and you’re thinking about **auditability**.

**📊 If the session is Technical / Integration focused**

1. *“Can you show an example of end-to-end lineage — say, from a SQL Server table through ADF into a Power BI report — and how Collibra captures that?”*
2. *“What are the main quick wins we can expect in the first 90 days of integrating Collibra into our environment?”*

👉 Why: demonstrates you’re connecting Collibra to **real workflows** and care about **measurable impact**.

**📏 If the session is Compliance / Business focused**

1. *“How does Collibra help us document and prove compliance with frameworks like HIPAA or GDPR, and can reports be generated directly for audits?”*
2. *“What operating model do you recommend — who should own policies, who approves, and who enforces — to make governance sustainable in a company like ours?”*

👉 Why: shows you’re thinking about **regulations + organizational roles**, not just the tool.

**📈 Data Monitoring & Performance Questions**

1. *“How does Collibra continuously monitor data quality and usage — does it support real-time monitoring, or is it batch-based?”*
2. *“Can Collibra generate performance dashboards showing key data quality trends over time, like improvement or decline across critical datasets?”*
3. *“How does Collibra integrate with alerting systems — for example, can it notify data owners automatically when performance or quality thresholds are breached?”*

**📊 Data Quality Closing Questions**

1. *“How does Collibra monitor data quality across different sources, and can it automatically detect issues like missing values or inconsistencies?”*
2. *“Can Collibra trigger alerts or workflows when data quality drops below a defined threshold, and who would typically get notified?”*
3. *“How does Collibra connect data quality metrics with business impact — for example, showing how poor data quality affects reports or compliance?”*

**Governance Closing Questions (4 picks)**

1. *“How does Collibra ensure that the governance rules we define are actually applied consistently across different systems like SQL Server, Azure, and Power BI?”*
2. *“Can Collibra automatically classify sensitive data like PII or PHI, and suggest governance rules for it?”*
3. *“What kind of audit trail does Collibra provide — for example, can we track who defined a policy, who approved it, and when it was last enforced?”*
4. *“How does Collibra support assigning clear roles and responsibilities — for example, who owns a dataset, who approves access, and who enforces usage rules?”*

**Compliance / Business Closing Questions**

1. *“How does Collibra help us document and prove compliance with regulations like HIPAA or GDPR, and can we generate audit reports directly from the platform?”*
2. *“What governance operating model do you recommend — who should own policies, who approves, and who enforces — to make this sustainable in a company like ours?”*

**Technical / Integration Closing Questions**

1. *“Can you walk us through an example of end-to-end lineage, for example from a SQL Server table through an ADF pipeline into a Power BI report, and how Collibra captures that?”*
2. *“What are the quick wins we could realistically expect in the first 90 days if we integrate Collibra into our environment?”*