| **Category** | **Topic Name** | **Example Question (for your agent)** |
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| **Guidance & Outlook** | Management outlook commentary | “What did management say about their outlook for the next quarter?” |
|  | Guidance confidence & tone | “How confident did the CFO sound when discussing future earnings?” |
|  | Demand & revenue visibility | “What did the CEO mention about visibility into future demand or order backlog?” |
| **Strategic Direction** | Strategic priorities / roadmap | “What strategic priorities did the company highlight for the next year?” |
|  | Long-term vision & market positioning | “How did management describe their long-term positioning in the AI market?” |
|  | M&A or partnership rationale | “What reasons did the company give for the recent acquisition or partnership?” |
| **Operational Insight** | Operational bottlenecks / supply chain | “What operational or supply-chain constraints did management discuss?” |
|  | Cost & margin drivers (narrative) | “What factors did management cite as driving margin changes this quarter?” |
|  | Product & innovation pipeline | “What new products or innovations did the company talk about on the call?” |
| **Market & Customer Context** | Customer segment commentary | “What did management say about demand from enterprise vs consumer customers?” |
|  | Regional growth commentary | “Which regions did the company highlight as strong or weak this quarter?” |
|  | Macro headwinds / tailwinds commentary | “How did management describe macroeconomic or FX headwinds?” |
| **Competitive Landscape** | Peer / competitor mentions | “Did management mention any competitors or compare themselves to peers?” |
|  | Market share positioning | “What did the CEO say about gaining or losing market share?” |
| **Analyst Q&A Layer** | Analyst questions & management responses | “What were the key questions analysts asked during the call and how did management respond?” |
|  | Analyst concerns & evasions | “Were there any questions management avoided or answered vaguely?” |
| **Tone & Sentiment** | Management tone, mood, defensiveness | “How was the overall tone of the CEO and CFO during the call?” |
|  | Narrative shifts over time | “How has management’s language about AI demand changed compared to last quarter?” |
| **Workforce & Culture** | Comments on hiring, layoffs, morale | “What did management say about headcount, hiring freezes, or morale?” |
|  | Leadership succession / culture tone | “Did the company discuss any leadership changes or cultural initiatives?” |
| **Event Reactions** | Reaction to regulation, crises, geopolitical events | “How did management respond to recent regulatory or geopolitical developments?” |