

## Lesson 6 — Pressure Variation

Session 6 of 8 | Duration: 60 min | Artifact: 4-min walkthrough under one new variable

### Purpose

Same task, one new variable: a tighter time cap. Walkthrough must hold all five beats in 4 minutes — one minute less than standard.

### Phases

Time	Phase	Trainer does
0:00–0:05	Frame the variable	Today's walkthrough is 4 minutes, not 5. Same task, same beats, less time. The design authority is sitting in a back-to-back review block and only has 30 minutes for all the items on the agenda.
0:05–0:20	Read the case	New case (below). Silent reading.
0:20–0:30	Silent prep	Notes allowed. Learners must decide which beat takes the cut — and own the decision.
0:30–0:55	Walkthroughs under time pressure	Each learner records 4 min. Trainer holds a visible stopwatch. At 4:00, recording stops — even mid-sentence.
0:55–1:00	Close	One observation on which beats survived the time cut. Save recordings.

### Scripted teacher language

*"The design authority has 30 minutes for 6 architecture items. You have 4 minutes — not 5. Same five beats. One minute less."*

*"Decide before you start: which beat will you compress? Don't drop one entirely — compress."*

*"Stopwatch is visible. At 4:00 sharp, you're done — even if you're mid-sentence."*

### Case — new

#### Client: AndinaMobile — greenfield cloud-native BSS with TM Forum APIs

Background: AndinaMobile is a Latin American greenfield mobile operator launching as a digital-first MVNO on a Tier-1 host network. 18-month time-to-launch. No legacy systems, no existing customer base, no migration risk. Target launch base: 200,000 subscribers in year 1.

Engagement: Greenfield BSS implementation. Cloud-native, API-first, TM Forum Open APIs end-to-end.

Your proposed architecture (your choice within these parameters):

- Single tenant cloud-native deployment on the client's preferred hyperscaler
- TM Forum Open APIs as the integration spine — TMF620 (product catalog), TMF622 (order management), TMF635 (usage), TMF678 (billing)

- Headless commerce: BSS exposes APIs, all customer-facing channels (web, app, third-party retail) consume them
- Real-time charging from day one; no batch billing legacy
- Self-service partner onboarding portal for the wholesale segment

Trade-offs in play: build-vs-buy on the partner portal, single-cloud lock-in vs. multi-cloud complexity, API-first vs. faster time-to-launch via templated UI.

Decision needed: approval to proceed with the API-first / headless commerce approach, with the partner portal scoped as a Phase 2 deliverable.

The walkthrough: Present a 4-minute walkthrough to the design authority.

### **Between-session work**

Each learner brings one real upcoming solution from their own pipeline to L8 — a solution they'll actually walk through in the next 30 days.

### **Artifact**

4-min recording per learner. Save as NCT\_[Region]\_[LearnerID]\_SolutionWalkthrough\_L6\_YYYY-MM-DD.