

Principled AI Adoption and Implementation Pre-Meeting Questionnaire for Mid-Market Founders

Please number each of the following statements (highlighted section) on a scale of 1 through 5 (1 being not a problem for us, no impact: 5 being a serious problem, big impact. Also, just cross out those that are not applicable)

Strategic Clarity and Alignment

No Problem **Major Problem**

1 2 3 4 5

- Identifying AI use cases that align with our core principles and vision
- Ensuring that our AI initiatives support sustainable, long-term growth
- Gaining consensus among stakeholders on AI strategy
- Integrating AI solutions without disrupting our established processes
- Managing timelines and milestones effectively to ensure timely AI deployment
- Achieving a balanced ROI from our AI investments
- Aligning AI projects with our broader business goals and values
- Overcoming resistance and fostering a supportive culture for AI
- Ensuring our data is reliable and comprehensive for AI applications
- Responding effectively to AI-related RFPs/RFQs to maintain competitive edge

Building and Nurturing Talent

No Problem **Major Problem**

1 2 3 4 5

- Recruiting AI experts who fit our company culture and values
- Investing in upskilling our team to be proficient with AI technologies
- Retaining top AI talent by creating a supportive and growth-oriented environment
- Defining clear career paths and growth opportunities for AI professionals
- Facilitating effective collaboration between AI teams and other departments
- Identifying and empowering leaders within our AI initiatives
- Allocating resources wisely to support our AI projects
- Maintaining high performance standards without sacrificing our core values
- Developing strong leadership within AI-driven projects
- Managing the risk if key AI personnel leave, ensuring continuity

Process Optimization and Efficiency

No Problem **Major Problem**

1 2 3 4 5

- Establishing a clear, principled AI strategy
- Defining accountability and ownership for AI initiatives
- Implementing a structured and disciplined AI project management framework
- Developing robust processes for AI deployment, ensuring efficiency and consistency
- Conducting thorough reviews and learning from each AI project
- Ensuring regular and comprehensive training for AI-related scenarios

Competitive Differentiation and Growth

No Problem Major Problem

1 2 3 4 5

- Creating a detailed AI adoption roadmap that aligns with our long-term vision
- Executing strategies that ensure seamless integration of AI
- Differentiating our AI solutions by adhering to our principles and values
- Leveraging AI to drive significant, sustainable business growth
- Enhancing client retention through innovative, AI-driven solutions
- Utilizing AI to create additional value through upselling and cross-selling
- Balancing new AI initiatives with maintaining our core business operations
- Fostering a proactive mindset towards AI adoption
- Demonstrating the unique value of our AI solutions to prevent commoditization

Additional Comments

Please provide any additional comments or specific areas where you need support with AI adoption and implementation:

This version is designed for a mid-market founder-led company with high growth potential, emphasizing the importance of principles, long-term vision, and practical steps, while maintaining the supportive and structured tone associated with a high Steadiness (S) profile with Dominance (D) traits.