

## **AI Adoption and Implementation Pre-Meeting Questionnaire for CEOs**

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 Leadership**

**No Problem**      **Major Problem**

1 2 3 4 5

- Identifying high-impact AI use cases for business growth
- Securing top AI talent to drive initiatives
- Ensuring executive buy-in and support for AI projects
- Integrating AI seamlessly into strategic business operations
- Managing AI project timelines and deliverables effectively
- Maximizing ROI from AI investments
- Aligning AI initiatives with overall business strategy
- Overcoming internal resistance to AI adoption
- Ensuring data readiness and quality for AI applications
- Responding effectively to competitive AI-driven RFPs/RFQs

### **Talent Management**

**No Problem**      **Major Problem**

1 2 3 4 5

- Recruiting AI experts who deliver results
- Upskilling the current workforce for AI readiness
- Retaining high-performing AI specialists
- Defining clear career paths and growth opportunities in AI
- Bridging collaboration between AI teams and other departments
- Finding and empowering AI project leaders
- Managing workload and resources for AI teams
- Maintaining high performance standards in AI roles
- Developing effective leadership for AI-driven projects
- Mitigating risks if key AI personnel leave

### **Operational Excellence**

**No Problem**      **Major Problem**

1 2 3 4 5

- Establishing a clear and actionable AI strategy
- Defining accountability and ownership for AI initiatives
- Implementing an efficient AI project management structure
- Developing robust systems and processes for AI management
- Conducting strategic planning and reviews for AI projects
- Providing regular training and scenario planning for AI-related challenges

### **Competitive Advantage**

**No Problem**      **Major Problem**

1 2 3 4 5

- Developing a clear AI adoption roadmap aligned with business goals
- Executing strategies for effective AI integration
- Differentiating AI solutions from competitors
- Achieving business growth through AI innovations

- Enhancing client retention with AI-driven services
- Leveraging AI for effective upselling and cross-selling
- Balancing new AI initiatives with ongoing business operations
- Cultivating a proactive AI adoption mindset
- Demonstrating the unique value of AI to avoid commoditization

**Additional Comments**

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

This version targets a CEO with a Dominance (D) DISC persona, focusing on clear, results-oriented language and emphasizing control, leadership, and competitive advantage.