Lesson 10

Expanding Your Impact



AINOM® Course - Attending this course gives learners access to related course materials.



Learning Objectives

By the end of this lesson, you will:

- ▶ Describe the Al-Native Trusted Advisor's core responsibilities and organizational scope
- Outline the skills and experiences recommended to attain the Al-Native Trusted Advisor role

WIIFM: See your future career path by learning how to grow into a successful Al-Native Trusted Advisor.

Congratulations, Al-Native Change Agent!

► You've Accomplished So Much:

- Learned the Al-Native Value Workshop process
- Learned to navigate the three Al Opportunity Blind spots
- Jump-start skills in AI fluency, facilitation, and stakeholder alignment
- Ready to guide teams from ideas to production-ready Al solutions

► Today's Final Lesson:

- Discover your next evolution as an Al-Native Trusted Advisor
- See how your impact can expand from teams to entire organizations
- Begin planning your continued growth journey





10-3

Your Journey from Al-Native Change Agent to Al-Native Trusted Advisor

Organization-Wide Transformation Role

- As an Al-Native Change Agent, you master transforming teams and projects.
- As an Al-Native Trusted Advisor, you will guide the transformation of your entire organization.

► Broadening Impact Through Strategic Thinking

- Advance from implementing powerful AI solutions to designing holistic AI systems.
- Shift your focus from reacting to today's problems to shaping tomorrow's successes.





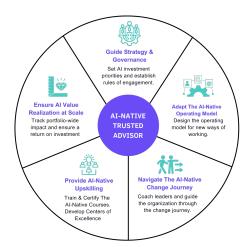


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10-4

Unique Trusted Advisor Responsibilities

- Guide Strategy & Governance: Set Al investment priorities and establish rules of engagement
- Adapt the Al-Native Operating Model: Design the operating mode for the new ways of working
- Navigate the Al-Native Change Journey: Coach leaders and guide the organization through the change journey
- Provide Al-Native Upskilling: Train & certify Al-Native courses. Develop Centers of Excellence. *Only Trusted Advisors can train and certify in Al-Native courses
- Ensure Al Value Realization at Scale: Track portfolio-wide impact and ensure a return on investment



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10-5

The Recommended Path to Al-Native Trusted Advisor



AI-NATIVE CHANGE **AGENT SUCCESS**

- Successful Al-Native Value Workshops delivered
- · Documented business value achieved
- · Strong stakeholder relationships built



LEARN NEW SKILLS

- Strategic thinking and portfolio management
- Executive communication and influence
- Organizational Change leadership



BUILD RELATIONSHIPS

- Expand your network across the organization
- · Gain credibility with senior leadership
- Develop executive sponsorship



ESTABLISH YOUR CREDIBILITY

- · Not about years of service, but impact delivered
- · Build a track record of success

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Your Future Impact

► Your Organization's Al Journey

- Help drive meaningful Al adoption in your industry
- Create lasting organizational capabilities

► Personal Leadership Impact

- Organizations are prepared for the AI transformation
- Develop internal AI expertise and capabilities
- Create sustainable operational improvements

Sustainable Business Results

- Move from AI experimentation to proven business value
- Build partnerships between human expertise and AI capabilities
- Create frameworks that others in your industry can learn from





10-7

Lesson Review

You Can:

- ▶ Describe the Al-Native Trusted Advisor's core responsibilities and organizational scope
- Outline the skills and experiences recommended to attain the Al-Native Trusted Advisor role



Insights & Action





Reflect



Think about your career journey so far. Write about which aspects of the Trusted Advisor role excite you most and what skills you'd need to develop to get there. What would becoming a Trusted Advisor mean for your impact on your organization?



Apply

Ask AI: "I'm a Change Agent interested in becoming an AI-Native Trusted Advisor. Based on these responsibilities [list 2-3 from this lesson], help me create a 12-month skill development plan with specific learning goals and milestones."



Explore

"The Leaders Guide To Transforming With AI" - BCG

"What is an AI center of excellence?" - IBM

"The state of AI: How organizations are rewiring to capture value" - McKinsey

