

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

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

## Congratulations, AI-Native Change Agent!

### ► You've Accomplished So Much:

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

### ► Today's Final Lesson:

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



## Your Journey from AI-Native Change Agent to AI-Native Trusted Advisor

### ► Organization-Wide Transformation Role

- As an AI-Native Change Agent, you master transforming teams and projects.
- As an AI-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.



## Unique Trusted Advisor Responsibilities

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



## The Recommended Path to AI-Native Trusted Advisor



## Your Future Impact

### ► Your Organization's AI Journey

- Help drive meaningful AI 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



## Lesson Review

You Can:

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



## Insights & Action

Post-Class



### 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?



Make notes  
in your journal



### 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