STRATEGY & TRANSFORMATION

The Decision Card.

Before you choose a tool, a model or a vendor, name the decision AI should improve. Use this card in your next leadership meeting. *Understand first. Build second.*

STEP 01 Name one decision in four questions

One card per decision

WHO
Who makes this decision today?

HOW OFTEN
How often is it made?

WHAT INFORMATION
What do they use to decide today?

WHAT IT'S WORTH
What would a better decision be worth?

Example. Every morning, each branch manager decides which overdue accounts to call first, using an aging report and memory. A better decision calls the accounts most likely to pay today, which shortens collection time and protects cash.

STEP 02 Score your candidate decisions

1 = low · 3 = high

DECISION	FREQUENCY	VALUE	DATA READY	WILLING OWNER	TOTAL
	1 2 3	1 2 3	1 2 3	1 2 3	/12
	1 2 3	1 2 3	1 2 3	1 2 3	/12
	1 2 3	1 2 3	1 2 3	1 2 3	/12

Start with the highest total that has a willing owner. A decision without an owner is not ready for AI.

STEP 03 Check before you build

UNDERSTAND FIRST

- ☐ *Which decision would each AI idea improve, and who makes it today?*
- ☐ *How often is that decision made, and what would a better version be worth?*
- ☐ *What information does the decision depend on, and is it complete and consistent?*

BUILD SECOND

- ☐ Pick the decision with the best score and a willing owner.
- ☐ Decide whether AI should automate the decision, support it or stay out of it.
- ☐ Pilot with the decision owner and compare results against how they decide today.

TAKE THIS INTO YOUR NEXT MEETING

Which recurring decision, if we made it better every time, would matter most, and who owns it?