

# Executive AI Readiness Scorecard

5 questions. 2 minutes. Know exactly where to start.

The Incremental Pathway  
[incrementalpathway.com](https://incrementalpathway.com)

Most enterprise leaders know AI matters but can't answer a simple question: where should we actually start? This scorecard helps you assess your organisation's AI readiness across five dimensions, based on TIP's work with 350+ enterprise leaders.

Turn over for the 5 questions →

# The 5 Dimensions

## 1. Leadership Fluency

How many of your top 20 leaders use AI daily for real work (not demos)?

1	None
2	1–3 leaders
3	4–8 leaders
4	9–15 leaders
5	16+ leaders

## 2. Evidence of Return

Can you quantify the capacity or commercial return from AI adoption so far?

1	No measurement
2	Anecdotal only
3	Some metrics tracked
4	Quarterly evidence reported
5	Evidence-gated investment

## 3. Shared Language

Does your leadership team have a common framework for discussing AI capability?

1	No shared framework
2	IT-led only
3	Informal discussions
4	Defined model in place
5	Organisation-wide fluency model

## 4. Insourced Capability

Can your own people deliver AI capability sessions, or are you dependent on external providers?

1	Fully external
2	Mostly external
3	Mixed internal and external

4	Mostly internal
5	Self-sustaining capability

## 5. Board Confidence

Can your CEO articulate your AI strategy to the board with evidence, not aspiration?

1	No strategy
2	Aspirational only
3	Strategy exists
4	Evidence-backed
5	Board-endorsed with gates

## Your Readiness Score

<b>5–10</b>	Start with a PERSONAL session. You need individual belief before team momentum.
<b>11–17</b>	Start with TEAM sessions. Build shared language and reclaim capacity.
<b>18–22</b>	Your foundation is strong. STEP 2 (BRILLIANCE, FUTURE, EMBED) converts capacity into commercial return.
<b>23–25</b>	You're in the top 5%. STEP 3 (Orchestrate) reshapes your operating model.

**Mindset + Method = Money + Momentum**