

The AI Strategy Vetting Scorecard

Powered by The Centered CEO

Inner Clarity for Strategic Impact

As a former International CEO and Board Advisor, I leverage my experience navigating the chaos of global consumer shifts to guide leaders through the AI transition. This scorecard installs the **SAILS Model** as a mandatory governance filter to ensure AI investment is driven by necessity, not fear.

Instructions: Rate your organization's current preparedness and strategic alignment for a major AI investment. The goal is to identify **Legacy Risk** caused by prioritizing speed and hype over **Integrity** and **Authenticity**.

1. The SAILS Alignment Audit

Instructions: Score the statement on a scale of 1 (High Risk / Non-Aligned) to 5 (Sustainable / Fully Aligned).

SAILS Principle	Audit Question	Alignment Score (1-5)	Rationale/Evidence (Brief Notes)
S: Simplicity	Does this AI solution simplify the underlying business process, or is it a 'patch' designed to automate an existing inefficiency?		
A: Authenticity	Does this AI investment enhance our capacity for authentic customer/employee connection, or does it distance us from them?		
I: Innovation	Is the primary business case for this investment driven by fundamental strategic necessity, or is it motivated by competitor fear (FOMO)?		
L: Leadership	Does this technology empower human judgement, or does it encourage human leaders to abdicate responsibility to the algorithm?		
S: Sustainability	Can we ethically audit and transparently explain the 'Why' behind the decisions made by the algorithm? (Ethical Governance Check)		

2. The BPR Mandate (Business Process Re-engineering Check)

AI must not automate broken systems. Use this check to confirm BPR discipline.

BPR Checkpoint	Status (Yes/No)	Strategic Implications
Process Vetted: Has the underlying business process (the one the AI will touch) been rigorously re-engineered for efficiency before the AI plug-in?		
Data Governance: Do we have established, clean data inputs that mitigate the risk of algorithmic bias (Diversity Risk)?		
Legacy Dependency: Will this AI solution increase or decrease our reliance on outdated legacy systems and personnel?		

3. The Decisional Integrity Mandate (The Final Vetting)

CALCULATION MANDATE:

Sum the Scores: Add the five scores (1-5) from the **SAILS Alignment Audit** in Section 1 (Max 25).

Calculate Average Vetting Score: Divide the total sum by 5.

Use the **Average Vetting Score** to determine the project's viability:

Average Score Analysis	Mandate & Strategic Action
Score 4.0 or Above	Mandate: Proceed with Discipline. Your project is strategically sound and ethically vetted. Implement with immediate focus on Second Wave Advantage.
Score 2.5-3.9	Mandate: Immediate Halt and Remediation. The project suffers from significant ethical/strategic friction. Go back and resolve the core business process and integrity issues before proceeding.
Score below 2.5	Mandate: Kill. This project is likely driven by short-term hype, poses a severe Integrity Tax risk, and will lead to the Dot-Com Trap. Divert all resources immediately to strategic constraint.

Ready to Govern Your AI Transition?

If this Scorecard revealed an investment driven by fear rather than **Inner Clarity**, your organization is confusing hype for strategic necessity.

Initiate a **Confidential Strategic Discussion** to explore how the **Clarity-to-Impact Model** can install the governance required to achieve **Strategic Resilience** and **Decisional Integrity** in the age of AI.