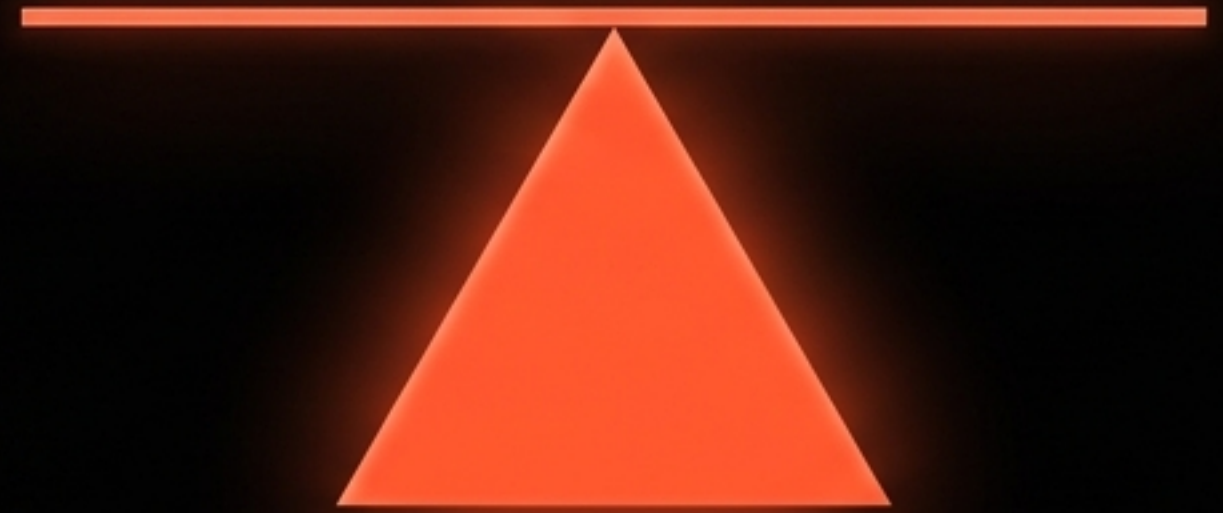


The AI Leverage Playbook

Scaling Judgment Over Execution



Mario Truss

Human-Centered AI · Decision Intelligence · Product Strategy

AI Builds Faster Than We Decide.



Faster Execution:

Speed increases
without clearer
judgment.

AI has scaled execution faster
than understanding.
Organizations are mistaking
outputs for decisions.



Dashboard Fatigue:

More data visibility,
but fewer actual
decisions.



Diffuse Responsibility: Ownership
evaporates once a decision is "AI-supported."

The Consequence: Scaled Misjudgment

The Illusion of Progress.

Why activity feels like progress, even when judgment stagnates.

Shift 1: Commoditization

Specialized tools became available via APIs and Agents.

Barriers to entry dropped to zero.

Shift 2: Dissolution

Data roles dissolved into engineering and product teams.

Expertise became diffuse.

Shift 3: Stagnation

Organizations gained speed, not clarity.

We built pipelines, not perspectives.

Key Insight: This is not a technology problem. It is a **Decision Architecture** problem.

Prediction $\neq$ Decision

The Prediction

- Probabilities
- Forecasts
- Scores

What is likely to happen?

The Judgment Void

Most AI systems stop at prediction and silently outsource judgment without support.

The Decision

- Trade-offs
- Responsibility
- Action

What **should we do?**

From Task-Centered to Decision-Centered AI

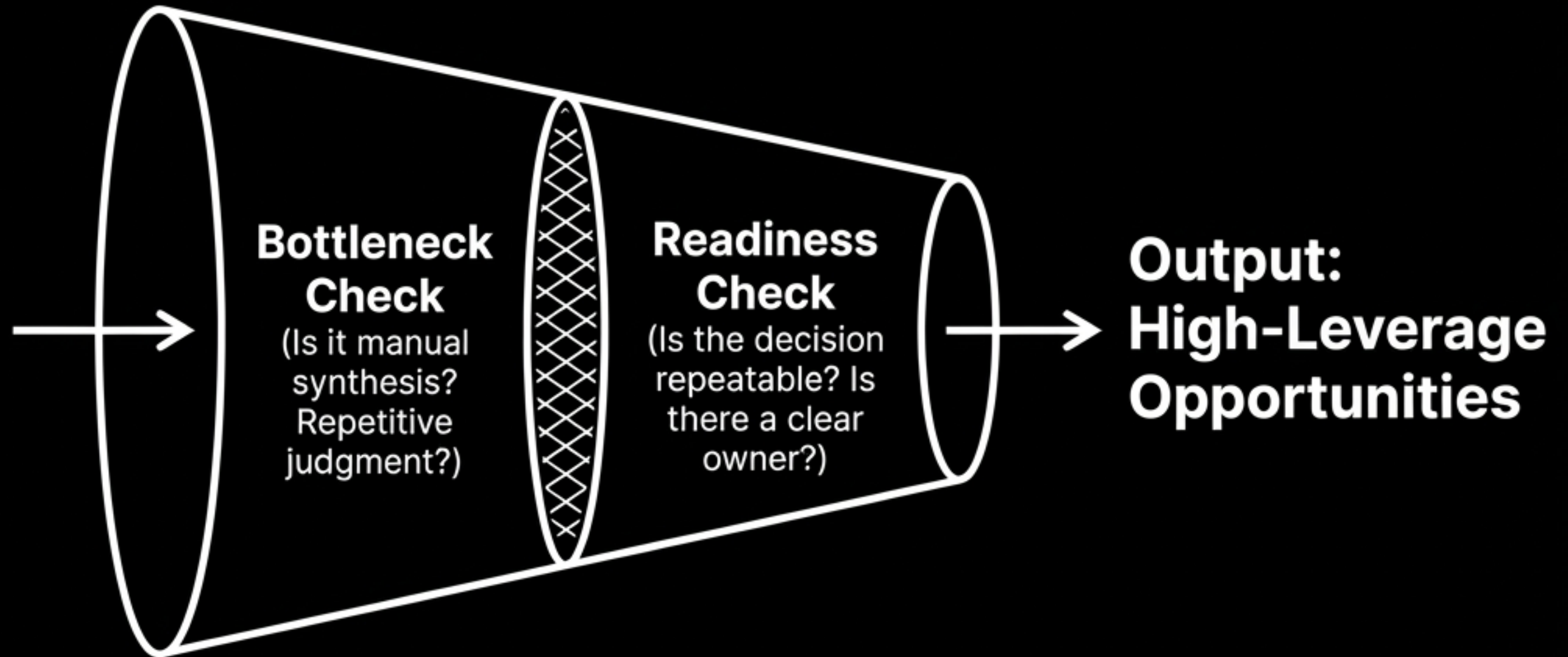
Old Paradigm (Task-Centered)	New Paradigm (Decision-Centered)
Focus: Models, Tools, Efficiency	Focus: Judgment, Responsibility, Leverage
Question: Can we automate this?	Question: Does it reduce cognitive load?
Question: Is the model accurate?	Question: Does it surface trade-offs?
Question: Can it scale?	Question: Does it make uncertainty explicit?

Steps 1 & 2: Identify and Assess

Input: Business Processes

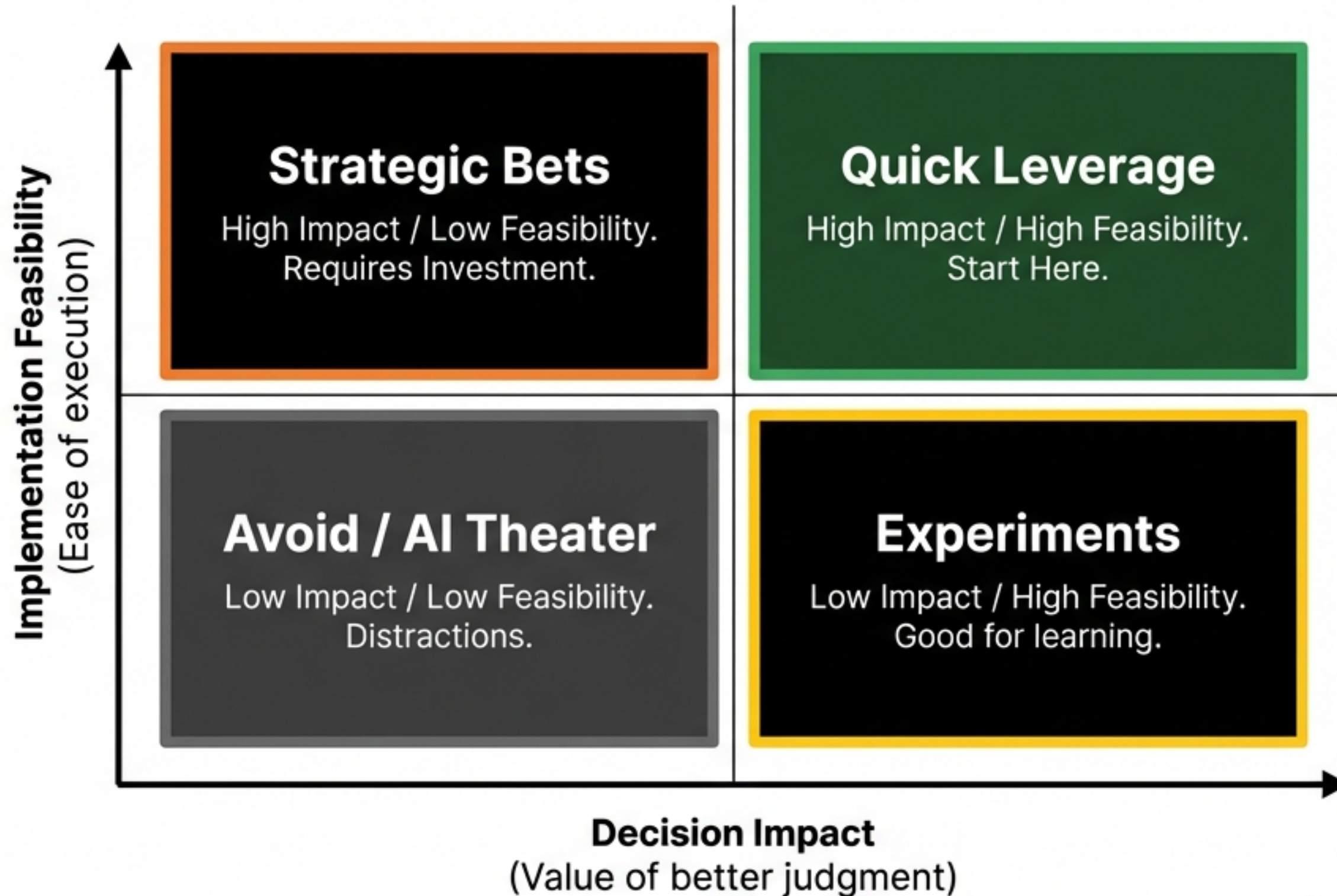
Don't ask: "What can we automate?"

Ask: "Where is judgment expensive?"



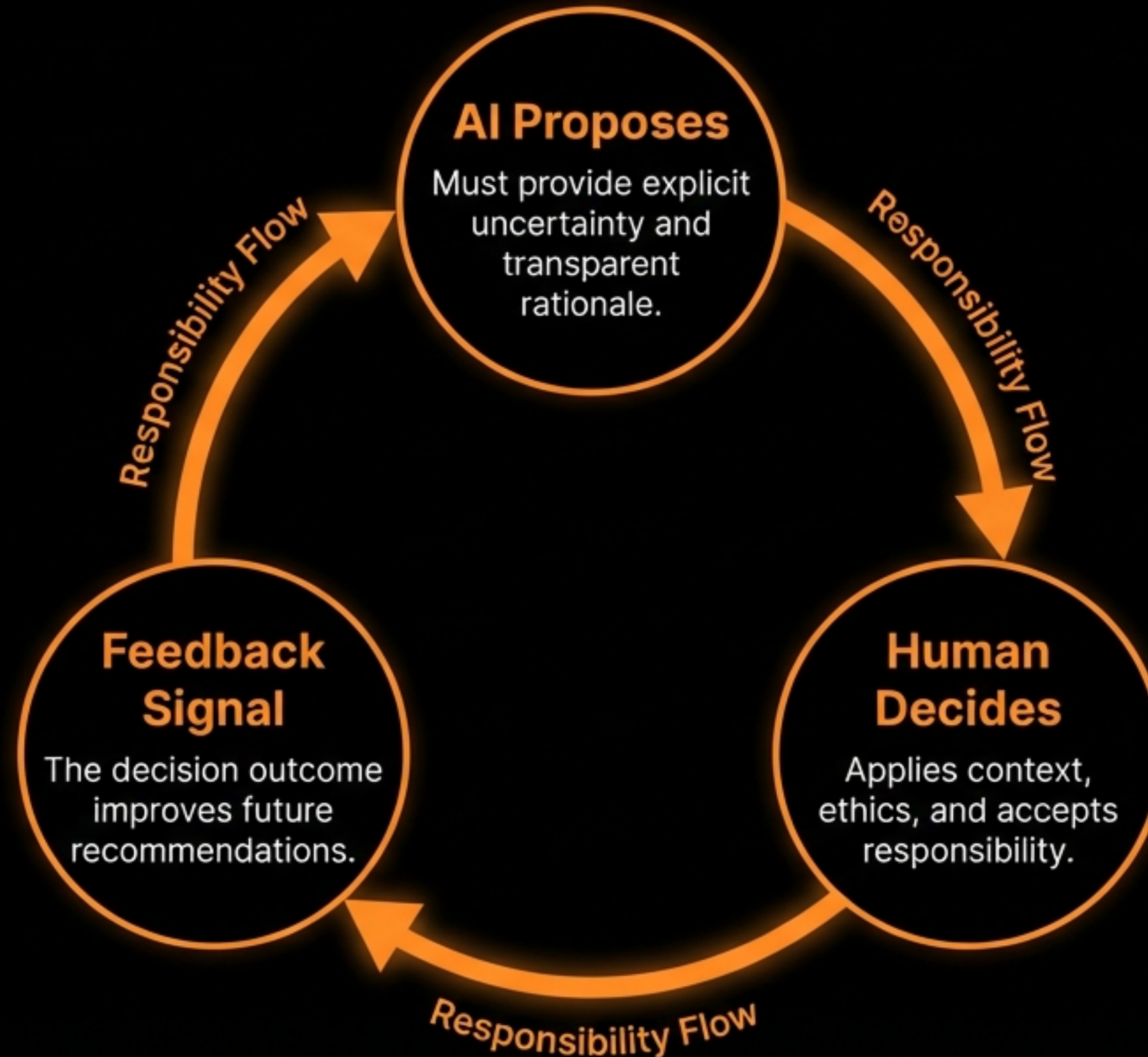
Warning: If the decision itself is unclear, AI will only add noise.

Step 3: The Prioritization Matrix.



Step 4: Design the Human-AI Loop.

AI supports judgment—it does not replace it.



Step 5: Measure Leverage, Not Just Accuracy

Vanity Metrics (Ignore)

-  Model Accuracy
-  Latency
-  Technical Elegance

Irrelevant if nobody uses the system.

Leverage Metrics (Track)



Time-to-Decision ↓



Decision Confidence ↗



Rework Avoided

Outcome: Reduced time spent, **higher trust**, **lower risk**.

The Monday Morning Protocol.

1. Audit

Choose one decision this week.

Ask: Is the decision clear?
Is responsibility explicit?

2. Design

Map the 'Prediction' vs. the 'Decision.'

Ensure uncertainty is explicit in the AI output.

3. Culture

Shift focus from "Isolated Model Building" to "Decision Ownership" and "Analytics Engineering."

*The future of AI is not artificial intelligence.
It is augmented judgment.*

Build Systems That Decide Better.

You have the framework. Now build the leverage.

If you want support applying this framework to your organization, let's talk.

Book a Strategy Briefing / Contact Mario Truss

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