AI Value Levers

talentedgeweekly

7 Example Levers of How Companies Create Value with AI

Framework adopted and modified from *The AI Value Levers: How Innovation-Focused Strategies Outperform—for Firms and Workers* by David Schatsky

Lever	% of Use Case	What It Means
⚙️ Labor Intensity	91%	**Reduced the amount of human effort required to complete work.** **Example:** *A routine inquiry that used to require a person is now resolved by AI.*
⚡ Speed	64%	**Accelerates cycle times and time to value.** **Example:** *A multi-week approval process is completed in days.*
✓ Quality	41%	**Improve accuracy, consistency, and reliability of work and outcomes.** **Example:** *Fewer mistakes appear in a document after AI assists with review.*
↑ Scalability	36%	**Enables output and impact to scale without a linear increase in resources.** **Example**: *A team handles twice the workload without adding headcount.*
✦ Capabilities	36%	**Expands what is possible, enabling new products, services, or ways of working.** **Example:** *A company launches a feature or offering that did not exist before.*
◎ Decisions	9%	**Enhances the quality, speed, and confidence of decision-making.** **Example:** *A team makes a major decision after AI helps synthesize far more data.*
⚠ Risk	5%	**Reduces exposure/improves the ability to anticipate, manage, & respond to risk.** **Example:** AI flags a fraudulent transaction before it causes financial loss..

List your own AI use cases below and mark which lever, or levers, each one supports.

Use Case	⚙️ Labor Intensity	⚡ Speed	✓ Quality	↑ Scalability	✦ Capabilities	◎ Decisions	⚠ Risk

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