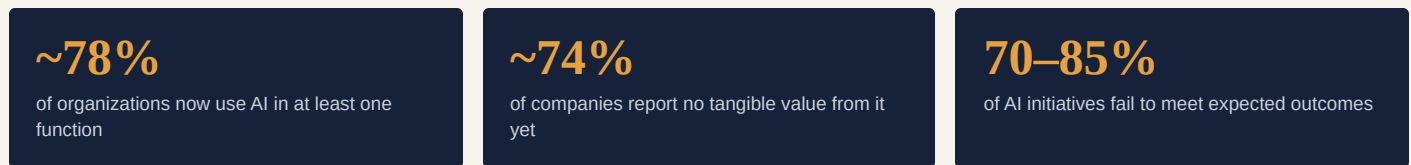


# From AI *awareness* to AI-enabled work.

Most professionals don't struggle with AI because they lack awareness. They struggle because no one has helped them connect it to their actual work. **EDITT is the bridge** — a human-centered, five-stage loop that turns AI awareness into practical, measurable adoption.



*The bottleneck isn't awareness — it's translation.* SOURCES ON PAGE 2.

<b>READINESS</b> Unsure where to start	<b>WORKFLOW</b> No link to real tasks	<b>MINDSET</b> Fear & low confidence	<b>GOVERNANCE</b> Unclear safe use	<b>VALUE</b> Can't show impact
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## THE FIVE STAGES — ONE CONNECTED LOOP

→ EACH STAGE CLOSSES A GAP ABOVE

<p><b>E</b> Empathize</p> <p><i>Who is this person, and what is their real work?</i></p> <p>Map the role, the highest-friction tasks, pains, fears, constraints and goals — before naming a single tool.</p> <p><b>EXAMPLE</b> "Renewal summaries eat my Fridays."</p>	<p><b>D</b> Diagnose</p> <p><i>What is actually getting in the way?</i></p> <p>Turn a vague "use AI more" into one precise, prioritized gap: readiness, workflow, mindset, governance or value.</p> <p><b>EXAMPLE</b> "It's a workflow gap, not awareness."</p>	<p><b>I</b> Ideate</p> <p><i>Where could AI realistically help?</i></p> <p>Generate role-relevant use cases, tools and prompts aimed at the gap. Relevant beats impressive.</p> <p><b>EXAMPLE</b> "Draft summaries from raw notes."</p>	<p><b>T</b> Test</p> <p><i>Does it work, at low risk?</i></p> <p>Run a small 7–14 day experiment on real but low-stakes work. The goal is evidence, not transformation.</p> <p><b>EXAMPLE</b> "10 days, one saved prompt, then edit."</p>	<p><b>T</b> Translate</p> <p><i>What measurable value did this create?</i></p> <p>Convert results into value — time, quality, decisions, confidence, adoption — and proof you can communicate.</p> <p><b>EXAMPLE</b> "Cut prep time — now it's career proof."</p>
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<b>OUTPUT</b> Work context profile	<b>OUTPUT</b> Prioritized gap statement	<b>OUTPUT</b> Ranked use-case shortlist	<b>OUTPUT</b> Experiment + evidence	<b>OUTPUT</b> Value statement + proof
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## A Where do you stand?

Four readiness levels describe where a person or team is — and what good looks like next.

### AI Aware

Knows AI matters; rarely uses it. Focus: confidence & responsible habits.

### AI Assisted

Uses AI for one-off tasks. Focus: repeatable workflows & better prompts.

### AI Enabled

AI is part of regular work. Focus: optimization, measurement & value.

### AI Advantage

Uses AI strategically & helps others. Focus: teaching, proof & leading change.

## B Your first 30 days

Run one full EDITT loop on a single real workflow — about 15–30 minutes a day.

### WEEK 1

**Empathize + Diagnose.** Map your work and pinpoint your #1 gap.

### WEEK 2

**Ideate.** Shortlist role-relevant ideas; choose one experiment.

### WEEK 3

**Test.** Run the 7–14 day experiment on real, low-stakes work.

### WEEK 4

**Translate.** Capture measurable value & build a use-case backlog.

## C How EDITT measures value

### Time

Minutes or hours saved per task or week

### Quality

Fewer errors; clearer, steadier output

### Decisions

Faster, better-supported choices

### Confidence

More comfort & willingness to use AI

### Adoption

One-off use becomes repeatable

### Proof

Resume, LinkedIn & leadership-ready impact

### EDITT IN PRACTICE — A SALES MANAGER (ILLUSTRATIVE SCENARIO)

## From "I'm drowning in follow-up emails" to "My pipeline moves faster"

### Empathize

Buried in repetitive follow-ups; afraid of dropping warm leads.

### Diagnose

A workflow gap — follow-ups are slow and inconsistent.

### Ideate

Drafting tailored follow-ups from call notes ranks first.

### Test

10-day test with one saved prompt, then personalize and send.

### Translate

Faster follow-ups, fewer leads lost; one line of career proof.

Find your AI readiness level in 5 minutes — and get a personalized EDITT plan.

Take the Scorecard →