

Is this the month for a discovery call?

An honest self-check before you book. Eight questions, five conditions, five minutes. Your answers stay with you. No scoring widget, no submission.

01 WILLING-TEAM AVAILABILITY

Can you name 15 to 30 people across your organisation who would say yes to three calendar days of AI-focused work and a chance to step up as a named owner across the gap?

- (1) I can name them, and they would say yes if invited well.
- (2) I can name the room. I'm not sure how many would actually step up.
- (3) Honestly, no. The appetite is not there yet.

03 CURRENT AI EXPOSURE

Across the people who would attend, how much hands-on AI experience is already in the room (not vendor-pitch level: "I've used Copilot, Cursor, or a custom GPT on my own work")?

- (1) Most of them have done real work with AI tools and have stories to tell.
- (2) A handful have. The rest are curious but have not started.
- (3) Few have. The room would still be at the "what is this?" level.

05 GAP-WORK APPETITE

Can you commit, today, to keeping the status page open and the conversation alive across the three to six month gap, even when adoptions hit friction?

- (1) Yes, I will own that visibility and the unblocking conversations.
- (2) Probably, but I'd want help shaping how it shows up.
- (3) That feels like a stretch for my calendar and attention right now.

07 SPONSOR AUTHORITY

Can you give live air cover (procurement help, security fast-track, time, budget) for adopt-now decisions in the room, on the spot?

- (1) Yes, I make those calls myself today.
- (2) I can in most cases. A few would need a second conversation.
- (3) I would need to escalate every adopt-now call upward.

02 WILLING-TEAM AVAILABILITY

Are at least three of those people in roles where AI actually changes how their team works (operations, engineering, marketing, customer, legal, finance), not just on an innovation team?

- (1) Yes, the cohort cuts across real operational seams.
- (2) A couple, but most are in innovation or transformation roles.
- (3) The willing people are mostly in one corner of the org.

04 GAP-WORK APPETITE

Are people in your organisation willing to take a named-owner role visibly (their name on a decision on a status page everyone can see, for three to six months) without it feeling like volunteer cleanup?

- (1) Yes, that visibility is something people in our culture actively want.
- (2) Some would, some would not. It would depend on who.
- (3) The status page with names would feel like exposure rather than recognition here.

06 EVIDENCE STANCE

How do you feel about a deal where Cycle 2 only runs if Cycle 1 produces visible motion on a status page, and you decide whether to fund the next one based on that evidence?

- (1) That is exactly the deal shape I want.
- (2) I get it intellectually. I would want to see what "evidence" looks like before signing.
- (3) I'd prefer a multi-year roadmap up front so the team has predictability.

08 SPONSOR AUTHORITY

Do you have the authority to sign and fund Cycle 1 within your current quarter, without a formal procurement queue?

- (1) I can sign on my own authority this quarter.
- (2) I can sign with one peer's sign-off or my board's quiet nod.
- (3) I would need a formal procurement or board approval cycle before signing.

HOW TO READ YOUR ANSWERS

Mostly (1)s

Book the call.

This is the right month for a discovery call. Bring your answers. We will work them through together in thirty minutes.

Mostly (2)s

Worth taking the call.

The conversation will surface which borderline items need shoring up before Cycle 1, and what would have to be true for us to schedule.

Mostly (3)s

Honestly, not yet.

H³ is not the right move this quarter. Take the Executive Folder and the one-pager for forwarding. Come back when the conditions on this page have shifted.

Optional, and entirely yours: the AI-adoption tax (harvesthackharness.ai/ai-adoption-tax) sizes what standing still costs you, in your own numbers.