If someone has sent you this: they're considering something new, you're one of the people it would depend on, and they'd like to know where you each stand on AI before it matters. Tick what you've done, and talk about the rest.

Where we each stand on AI

Tick it on your own, or each of you separately and then compare.

Where you each stand

- [ ] **You've each said what you'd use AI for in the idea.**
  In a sentence or two, written down separately before you compare.
- [ ] **You've each said what you wouldn't use it for.**
  For example, replies to customers, decisions about people or anything signed with your name.
- [ ] **You've compared the two lists.**
  Differences are easier to talk about on paper than in the middle of a deadline.

The specific cases

- [ ] **You've agreed what happens to a customer's email or file.**
  Whether it may go into an AI tool, and who decides.
- [ ] **You've agreed what gets checked by a person before it goes out.**
  For example, anything with a price, a promise or a person's name in it.
- [ ] **You've agreed who can bring in a new AI tool.**
  A tool one person starts using can end up holding everyone's work.
- [ ] **You've talked about what AI might change in each of your roles.**
  Including the parts that might get smaller.

When you disagree

- [ ] **You've named the largest difference between you.**
  One is enough to start with.
- [ ] **You've agreed who decides when it comes up.**
  Agreeing that now is easier than agreeing it under pressure.
- [ ] **There's a date to talk about it again.**
  Views on AI tend to change once the idea meets real customers.

Why these points are important

When two people start something together, they usually talk about money, time and who does what. In my experience AI rarely comes up until something has already been done with it, and by then one person has decided for both.

Where views tend to differ

- Whether customers' information may go into AI tools.
- What gets sent out without a person reading it.
- Whether to say when AI was involved.
- Who gets to bring in a new tool.
- Whose work AI should take on first.

None of these sounds large until it happens to a customer.

Why separately first

If one person speaks first, the other tends to adjust their answer. Writing it down separately shows where you really stand.

What I'd do first

I'd take one real case, such as a customer's complaint arriving by email, and each say what should happen to it. A concrete case shows more than a general view.

When you're the one it's been sent to

It helps to say early what you wouldn't be comfortable with, even if it seems minor. A small difference named now is usually easier to settle than the same difference found later.



WHERE COACHING FITS

People at this point often use coaching to work out what they actually think about AI in the idea before the conversation with the people they'd depend on. I won't tell you where your lines should be. I'll ask the questions that show what each of you would be unwilling to give up.

What to look for in any coach
simonbowen.com/guides/choosing-a-coach

A free first conversation
simonbowen.com/enquire/?moment=start