Sales AI pilot baseline and decision scorecard

Compare complete task workflows and make a bounded continue, adapt or stop decision.

Your reusable working template 1/2

1. Define usable output and quality gates before measuring speed.
2. Compare similar tasks and include the full review/correction workflow.
3. Keep missing, rejected and unassisted eligible cases visible.
4. Decide only within tested conditions and document what would trigger reassessment.

Task, users, inputs, output destination and permitted AI action

Acceptance criteria, critical failure and human reviewer

Baseline cases, context and comparable assisted-case design

Quality results, first-review acceptance and rejected attempts

A practical Tibyan working aid, not a validated assessment. Example is hypothetical; adapt decisions and figures to your context. Do not enter sensitive information in a shared copy.

Sales AI pilot baseline and decision scorecard

Compare complete task workflows and make a bounded continue, adapt or stop decision.

Your reusable working template 2/2

End-to-end time: preparation, draft, verification, correction

Rework, costs, support and eligible-task adoption

Commercial measure, confounders, limits and version record

Decision, reason, owner, scope and next assessment trigger

A practical Tibyan working aid, not a validated assessment. Example is hypothetical; adapt decisions and figures to your context. Do not enter sensitive information in a shared copy.

Sales AI pilot baseline and decision scorecard

Compare complete task workflows and make a bounded continue, adapt or stop decision.

Completed hypothetical example 1/2

Task, users, inputs, output destination and permitted AI action

Internal opportunity summary from approved fictional notes; draft only; no customer action.

Acceptance criteria, critical failure and human reviewer

Accurate facts/visible unknowns/no invented commitments; manager reviews; unsupported approval blocks release.

Baseline cases, context and comparable assisted-case design

10 manual and 10 comparable assisted cases; account for complexity, experience and order.

Quality results, first-review acceptance and rejected attempts

Illustrative first review:9 manual and 7 assisted meet criteria;3 assisted drafts have unsupported assumptions or omitted uncertainty.

A practical Tibyan working aid, not a validated assessment. Example is hypothetical; adapt decisions and figures to your context. Do not enter sensitive information in a shared copy.

Sales AI pilot baseline and decision scorecard

Compare complete task workflows and make a bounded continue, adapt or stop decision.

Completed hypothetical example 2/2

End-to-end time: preparation, draft, verification, correction

One teaching task: manual 40 + 10 + 5 = 55 minutes; AI 15 + 20 + 10 = 45;10 minutes ≈ 18.2% difference, not pilot average.

Rework, costs, support and eligible-task adoption

Count all corrections/rejections; include reviewer time and tool/training cost; define eligible summaries before adoption.

Commercial measure, confounders, limits and version record

Track downstream turnaround with lead/offer/staff changes; record tool/model/prompt; no causal revenue or ROI conclusion.

Decision, reason, owner, scope and next assessment trigger

Adapt and retest factual-gap prompt on new comparable cases; manager owns quality; reassess version, document or action expansion.

A practical Tibyan working aid, not a validated assessment. Example is hypothetical; adapt decisions and figures to your context. Do not enter sensitive information in a shared copy.