



The Seven Question AI Decision Framework

A practical HUMAN PAUSE checklist before approving an AI project

USE THIS WHEN

Use this in the leadership meeting before approving AI spend, pilots, workflow changes or new operational use of AI.

WHY IT MATTERS

A confident idea is not the same as a decision-ready project. These seven questions help leadership teams test whether the project is clear, owned, proportionate, and defensible before commitment.

The Seven Questions

- **Problem:** what specific business problem are we trying to solve?
- **Fit:** does AI actually belong in this part of the work?
- **Work type:** should this be automated, assisted, augmented or kept human?
- **Simplicity:** is there a simpler process, workflow or decision fix before adding AI?
- **Value:** will this create measurable value, or just add complexity?
- **Ownership:** who owns the outcome, adoption, cost and risk?
- **Pause trigger:** what evidence would make us stop, reduce scope or choose a smaller intervention?

How to use it

- Put the seven questions on the agenda before approval, not after launch.
- Ask the CEO, COO and CFO to answer from their own responsibilities: strategy, operations and financial discipline.
- If the answers are vague, pause. The work is not to block AI; it is to make the decision stronger.

The Decision Rule

- If you can answer the seven questions clearly, the project may be ready to move forward with proper ownership and review.
- If you cannot, the next step is not more enthusiasm. The next step is clarity.



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Working Page

Use this page with your leadership team. If the answer is vague, leave it blank and treat that as useful evidence.

CHECK	QUESTION	ANSWER / EVIDENCE
PROBLEM	What specific problem are we solving?	
FIT	Why does AI belong here?	
WORK TYPE	Automate, assist, augment, or keep human?	
SIMPLICITY	What simpler fix have we considered	
VALUE	What measurable value will this create?	
OWNERSHIP	Who owns outcome, adoption, cost, and risk	
PAUSE TRIGGER	What evidence would make us stop, reduce, scope, or redesign?	

If your leadership team cannot answer all seven, take a Human Pause before approval.