



# AI for Managers: From Resistance to Results

Artificial Intelligence

# Programme Details

## Turning AI Plans into Results

### Highlights

- Understand how AI reshapes decisions, workflows and the role of managers
- Identify AI opportunities that create real business value
- Build a practical 90

### Key Competences

- Understanding AI Fundamentals
- AI-Business Value Alignment
- Data Readiness & Constraints
- Workflow & Process Redesign
- Leading AI Driven Change

### The Right Programme for You

You are a people manager or operational leader at the forefront of AI implementation who needs practical clarity on how to translate AI strategy into day-to-day operations while supporting teams through change.

Managers



### Learn, Practice and Use

- **Understand** AI clearly and confidently through simple, nontechnical explanations.
- **Identify** high value AI opportunities using structured frameworks and prioritization tools.
- **Assess** your organization's data readiness by mapping data gaps, ownership, and quality.
- **Redesign** workflows by defining human in the loop decision points and embedding AI effectively in the loop decision points and embedding AI effectively.
- **Simulate** AI enabled processes with a hands-on "Build Your Own Agent" activity.
- **Strengthen** organizational readiness by understanding required roles, skills, and cultural factors.
- **Navigate** resistance and lead your team through AI enabled change with practical leadership tools.

## Practical Information

### Face-to-Face



**3 days**  
**€2,995**

### Live Online



**6 x 3-hour sessions**  
**€2,995**

### Available In-Company

The programme is available as an In-Company solution for your teams. More information at [mce.eu/inco](https://mce.eu/inco)

# Programme Modules

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## Don't Let AI Happen to You

### From Hype to Leadership Clarity

AI is a leadership issue before it is a technical one.

#### This module focuses on:

- Why AI cannot be delegated entirely to IT or vendors
- What AI is and is not using clear, non-technical definitions
- The AI landscape: Generative AI, machine learning, automation, agents
- Where leaders lose control when AI decisions are delegated
- The **4D Model**: Data, Decisions, Design, Delivery

#### You leave with:

- ✓ A personal AI leadership stance
- ✓ Clear language for talking about AI with your team
- ✓ A 4D diagnostic self-assessment

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## Aligning AI with Business Needs

### How AI Creates (and Destroys) Value

Not every AI use case is worth pursuing.

#### This module explores:

- Aligning business needs with AI opportunities
- Proven AI use cases vs. failed experiments
- The "messy middle" of adoption
- AI as augmentation—not replacement

#### You leave with:

- ✓ An AI-Business Alignment framework
- ✓ A use-case prioritisation canvas

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## Data for AI

### Why Data not Models is the Real Bottleneck

Most AI initiatives fail because the data is not ready.

#### This module focuses on:

- Data readiness levels
- Structured vs. unstructured data
- Data ownership and accountability

#### You leave with:

- ✓ A data readiness map for your area

# Programme Modules (continued)

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## Process, Workflow & AI Simulation

### Embedding AI into How Work Actually Gets Done

AI only delivers value when it changes the way work flows.

This module explores:

- Workflow redesign principles
- Human-in-the-loop decision points
- Hands-on **Build-Your-Own-Agent** simulation

You leave with:

- ✓ A **redesigned workflow**
- ✓ Practical lessons from simulation and experimentation

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## Organisational Readiness

### Why Structure, Incentives, and Culture Matter More Than Tools

AI adoption is a people and organisation challenge.

This module focuses on:

- Roles and skills for AI-ready teams
- Driving change from the middle of the organisation
- Collective decision-making
- Overcoming resistance

You leave with:

- ✓ An **organizational readiness heat-map**

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## Your 90-Day Action Plan

### From Learning to Execution

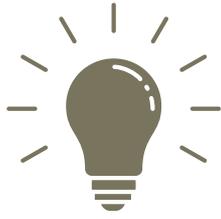
This final module turns insight into ownership.

You will work on:

- Organizational readiness assessment
- Priority initiatives
- Governance-lite models that enable speed
- Metrics for value and adoption

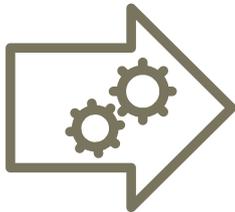
You leave with:

- ✓ A **90-day AI roadmap**
- ✓ Clear owners and KPIs



# Learn

the key business skills and knowledge  
you need for your management role  
today and tomorrow



# Practice

the skills you learn and get feedback,  
recommendations and coaching



# Use

what you learn and practise as soon as  
you get back to your office

For more information please contact:



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