SALESEDGE FIELD GUIDE / ENGLISH EDITION

THE AI-AUGMENTED PROFESSIONAL

Build a repeatable workflow without giving up judgement.

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FIELD GUIDE / ENGLISH EDITION

THE AI-AUGMENTED PROFESSIONAL

Test one task, build a reusable template and evaluate an AI-assisted workflow over four weeks.

THE BOTTLENECK IN AN ORDINARY WORKING DAY

A consultant writes the same explanation repeatedly. A salesperson starts every proposal from a blank page. A manager rebuilds a report whose structure has barely changed. These tasks may be necessary, but the workflow around them can create avoidable effort.

AI can help draft, structure and compare information. Whether it saves time depends on the task, input quality, checking effort and consequences of an error. Adding AI to a poorly defined process can simply produce more material to review.

This guide treats AI as an amplifier of a working method. You supply the purpose, evidence and standards; the tool helps with a bounded part of the task; you assess the result. It includes a four-week adoption plan and practical examples, not software or a guaranteed time saving.

THE AMPLIFIER PRINCIPLE

Start with something you know how to judge. If you can distinguish a useful meeting summary from an inaccurate one, that may be a sensible first experiment. If you cannot evaluate specialised advice, an eloquent AI answer does not make the task safe to delegate.

The amplifier metaphor has a limit: a language model does not merely increase the volume of your exact ideas. It can add, omit, distort or invent information. Your working method therefore needs source boundaries and review, not only a description of your tone.

Before using the tool, define the input, expected output, prohibited additions and acceptance checks. For a proposal, this might mean an approved brief, a specific outline, no invented scope or pricing, and a review against the source. If an input is missing, the output should show the gap rather than fill it with a confident guess.

LEVEL ONE: AN ASSISTANT FOR INDIVIDUAL TASKS

At the first level, you request one output and review it before use. Examples include turning permitted meeting notes into a structured draft, proposing alternative wording for an email, or explaining an already-checked calculation in plain language.

A useful request states the audience, purpose, source material and format. “Make this better” leaves the criteria unclear. “Organise these notes into decisions, actions and open questions; preserve owners and dates exactly; flag ambiguity” creates a result you can inspect.