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NAVIGATING AI ADOPTION WITH ADKAR

Navigating AI Adoption With ADKAR

Laying the Foundation for AI and Change

Industry Disruption Organizational Disruption Job Disruption Task Disruption Foundational Perspectives

What is the Nature of the Change?

Organizational: Tailored Technologies and Pervasive Proficiencies Individual: Al Workflow Integration

Applying ADKAR to AI Adoption

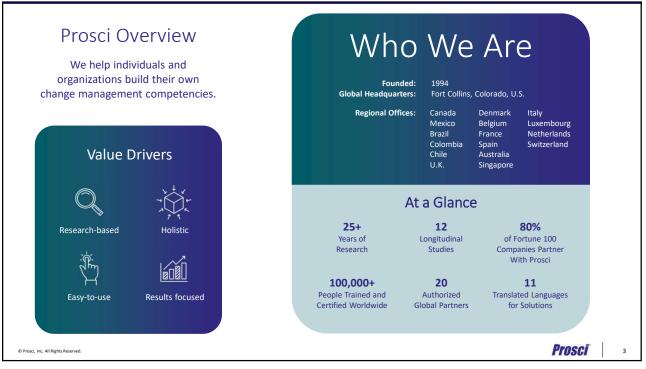
Awareness, Desire, Knowledge, Ability, and Reinforcement to confidently and competently integrate AI to improve my work and increase my impact

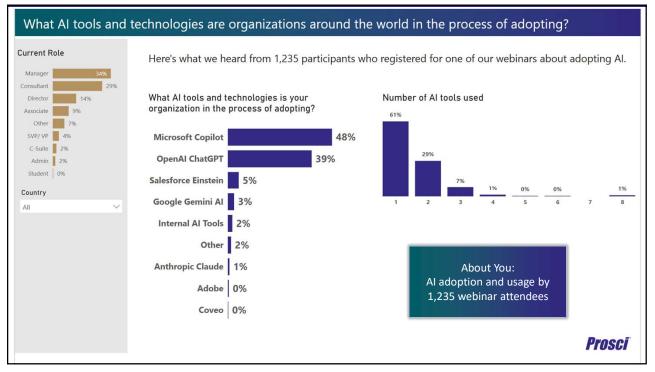
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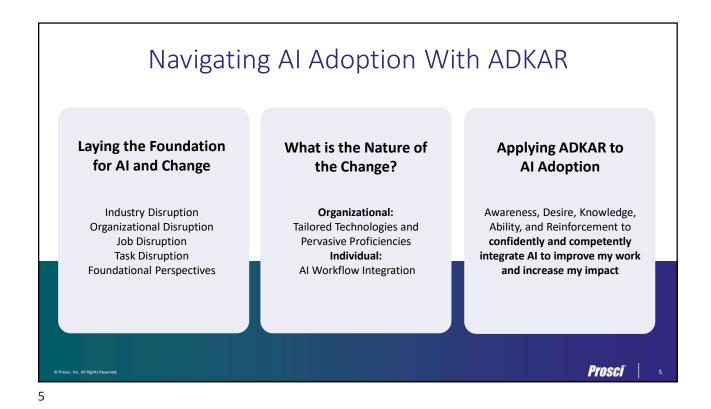
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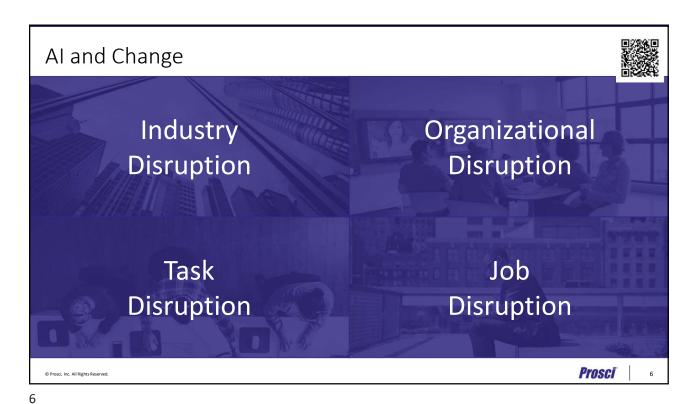
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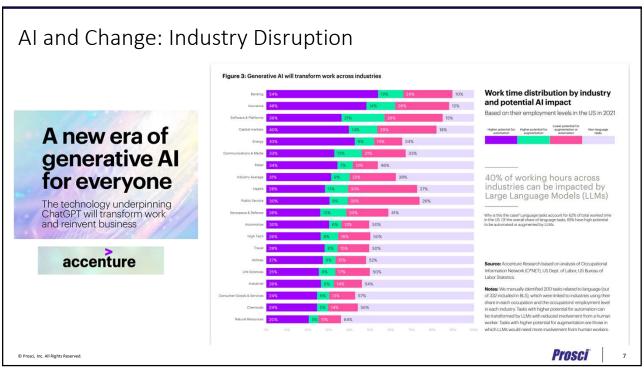


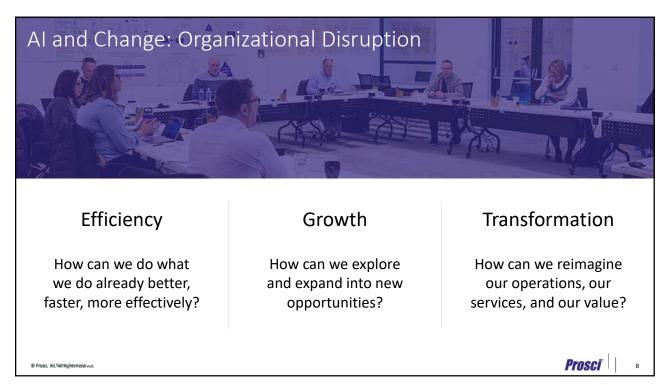
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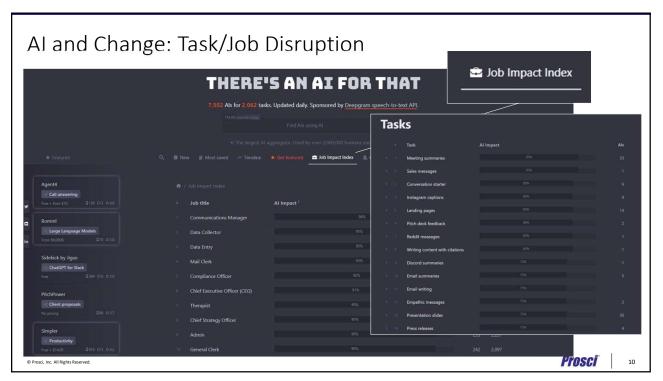




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Al and	l Cha	ange: Job Disrupti	on			
	Fastest growing vs. fastest declining jobs		WORLD ECONOM FORUM	IC		
	Top 10 fastest growing jobs Top 10) fastest declining jobs -			
	1.	AI and Machine Learning Specialists	1.	Bank Tellers and Related Clerks		
	2.	Sustainability Specialists	2. Postal Service Clerks			
	3.	Business Intelligence Analysts	3.			
	4.	Information Security Analysts	4.	Data Entry Clerks		
	5.	Fintech Engineers	5.	Administrative and Executive Secretaries		
	6.	Data Analysts and Scientists	6.	Material-Recording and Stock-Keeping Clerks		
	7.	Robotics Engineers	7.	Accounting, Bookkeeping and Payroll Clerks		
	8.	Electrotechnology Engineers	8.	Legislators and Officials		
	9.	Agricultural Equipment Operators	9.	Statistical, Finance and Insurance Clerks		
	10.	Digital Transformation Specialists	10.	Door-To-Door Sales Workers, News and Street Vendors, and Related Workers		
	Source World Economic Forum, Future of Jobs Report 2023.			obs which survey respondents expect to grow most quickly from 2023 as a fraction of present employment figures	to	
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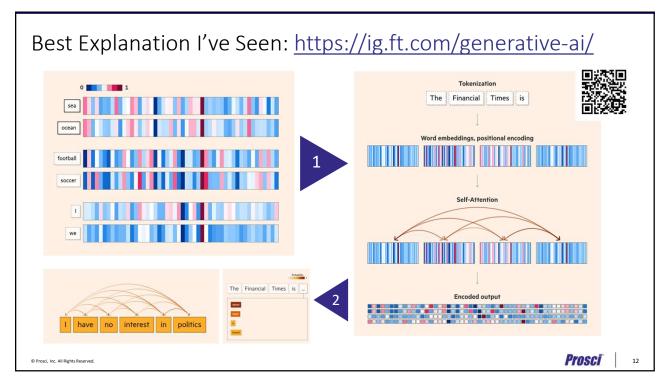


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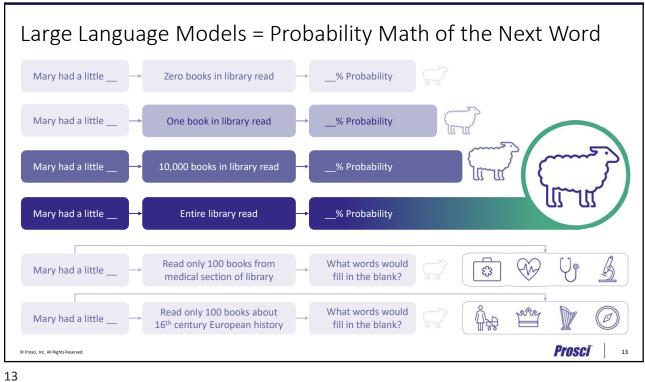






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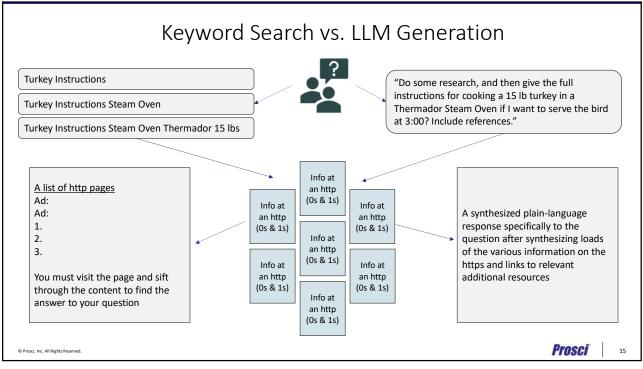


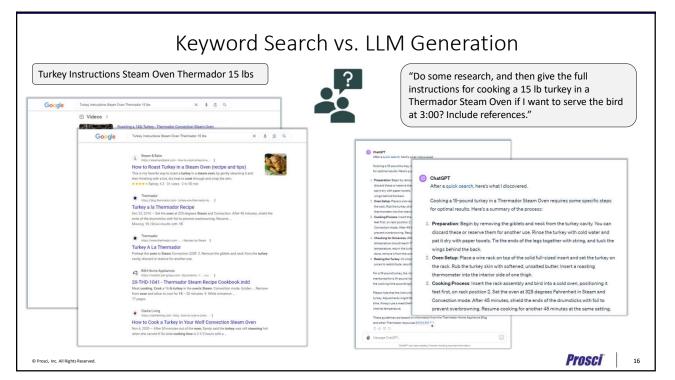




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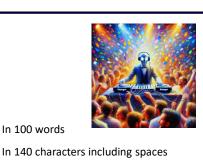
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17

GenAI Capability: "Text Flex"

Tim Creasey, Prosci's Chief Innovation Officer, is a dynamic presenter, researcher, and thought leader on managing the people side of projects and initiatives to deliver organizational results. His work forms the foundation of the largest body of knowledge in the world on change management. Through conference keynotes, presentations, webinars, and articles, he advances the discipline of change management by moving it out of the soft and fuzzy realm toward a structured, rigorous approach for driving benefit realization and value creation. Tim coauthored the book Change Management: The People Side of Change and has led Prosci's research for over two decades. Tim has spoken to hundreds of thousands of people around the globe, enabling audiences with Tim Creasey, Prosci's Chief Innovation Officer, is a dynamic presenter, researcher, and thought leader on managing the people side of projects and initiatives to deliver organizational results. His work forms the foundation of the largest body of knowledge in the world on change management. Through conference keynotes, presentations, webinars, and articles, he advances the discipline of change management by moving it out of the soft and fuzzy realm toward a structured, rigorous approach for driving benefit realization and value creation. Tim coauthored the book Change Management: The People Side of Change and has led Prosci's research for over two decades. Tim has spoken to hundreds of thousands of people around the globe, enabling audiences with valuable data and actionable insights. = 235 words, 1,556 characters

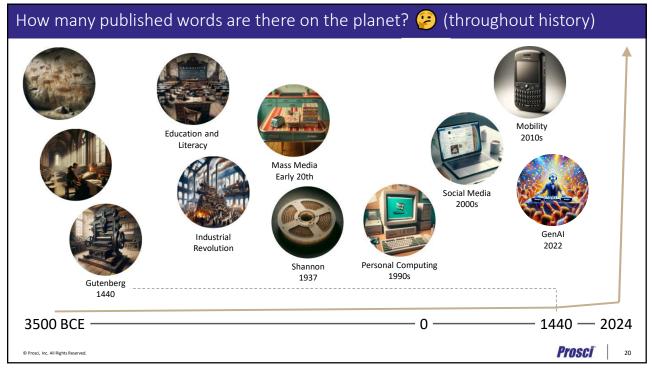


In 100 words

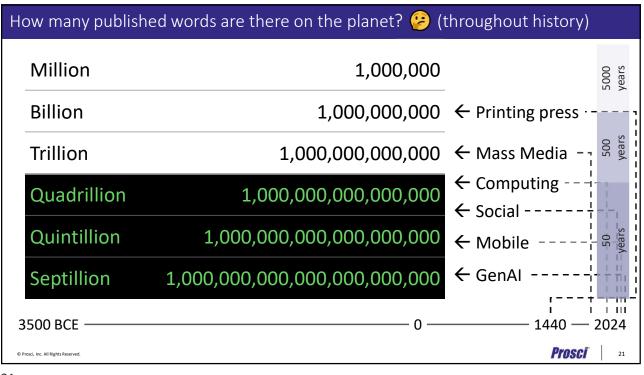
- In 50 words appealing to execs In 80 words appealing to PMs
- In 150 words appealing to scientists
- In 75 words in a more casual tone
- In 75 words in Canadian French
- In 75 words in Mexican Spanish
- In 60 words as a proud mother-in-law
- As in infographic

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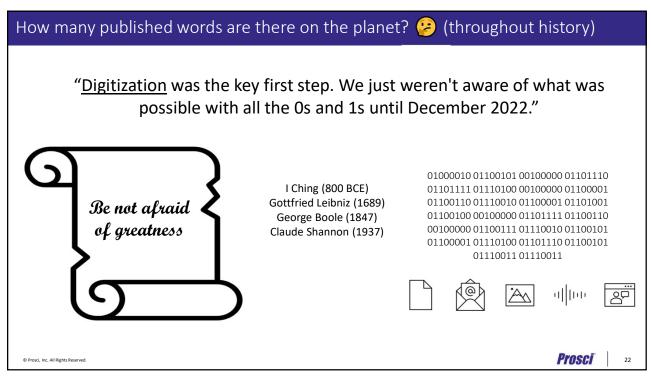
Tim Creasey, Prosci's ChiefforeOfficer and renowned changeTim Creasey, Prosci's Chiefforemanagement expert, has revolutionizedInnovation Officer, specializes instrategic change management.the approach to organizational change.With over two decades at Prosci, he'sstrategic change management.meWith over two decades at Prosci, he'swith 20+ years' experience, heoauthored 'Change Management: ThePeople Side of Change', leadingThe People Side of Change',meextensive research in the field. Hisrevolutionizing organizationalthekeynotes and webinars worldwide, haveequips executives with actionableinnovationable	a Creasey, Prosci's Chief Innovation Officer, stands at the ront of change management, blending scientific rigor with ictical applications. A seasoned researcher and dynamic speaker, Tim has spent over 20 years pioneering hodologies that quantify and address the human aspects organizational change. His seminal work underpins the world's most extensive knowledge base in this field, emonstrating a commitment to empirical evidence and
change, steering the discipline from abstract concepts to structured, result- oriented strategies	thodical analysis. Author of 'Change Management: The ble Side of Change', Tim's approach resonates deeply with scientific community, emphasizing data-driven strategies measurable outcomes. His presentations and webinars, used with valuable insights and robust research findings, e reached a global audience, fostering a more structured, ytical approach in change management. His leadership in isforming abstract concepts into actionable, scientifically nded practices has made significant contributions to both academic and practical realms of change management.



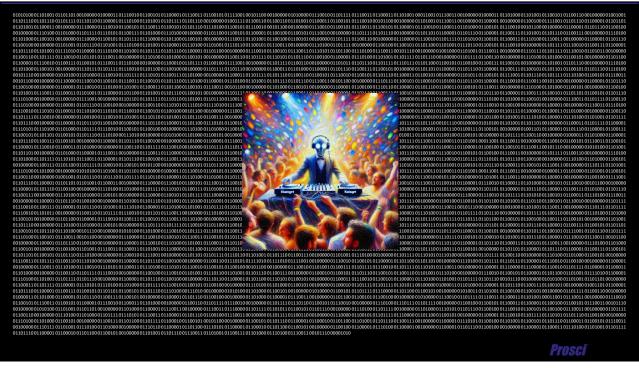
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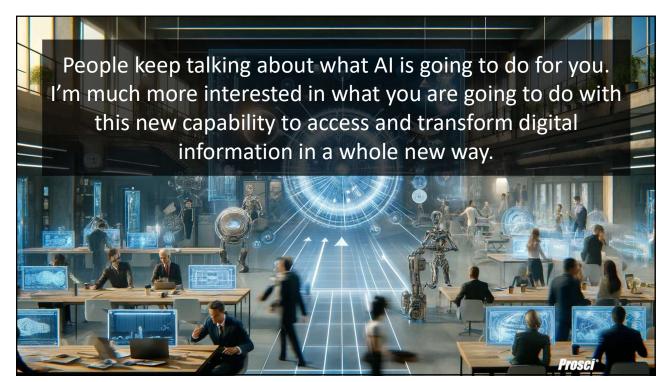




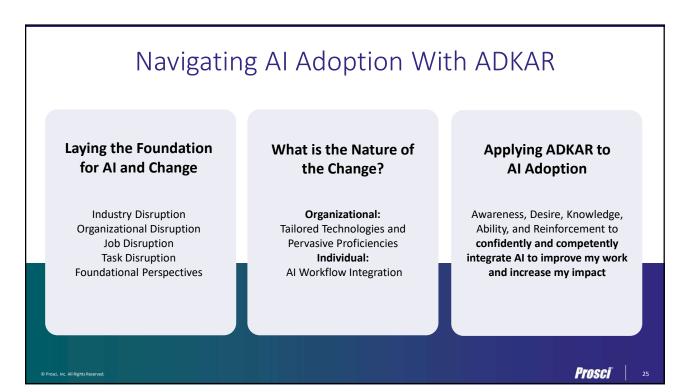


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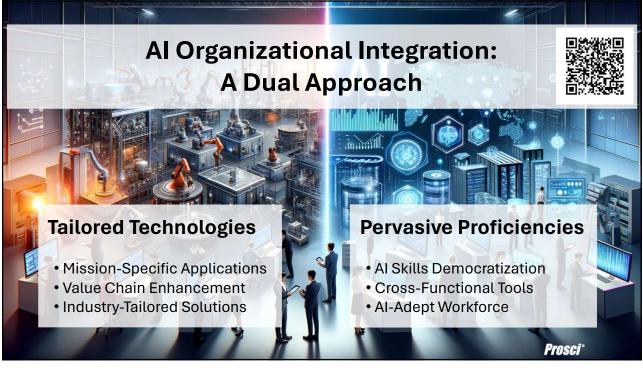


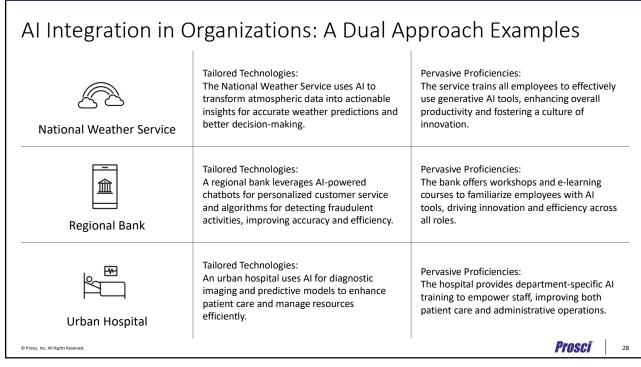
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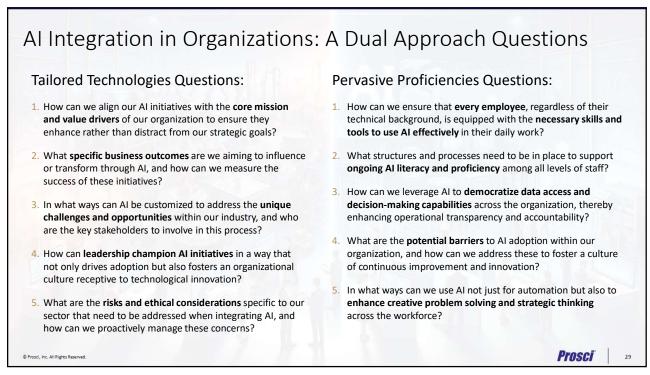


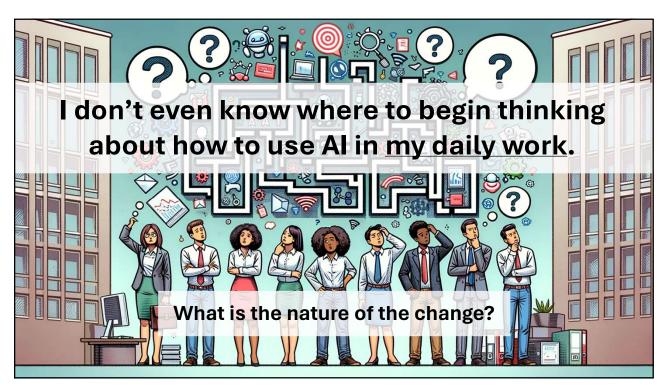
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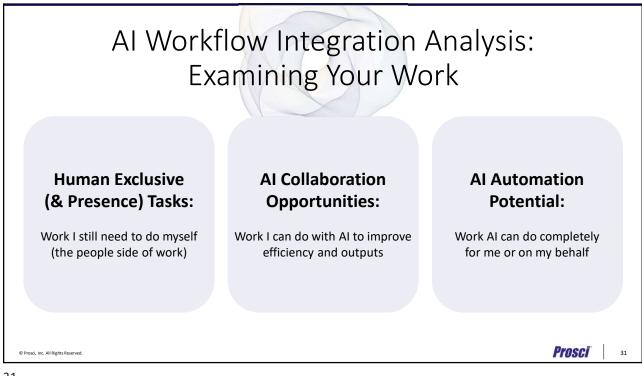


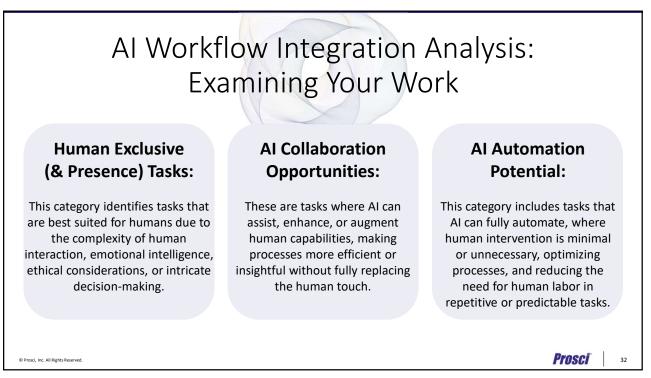
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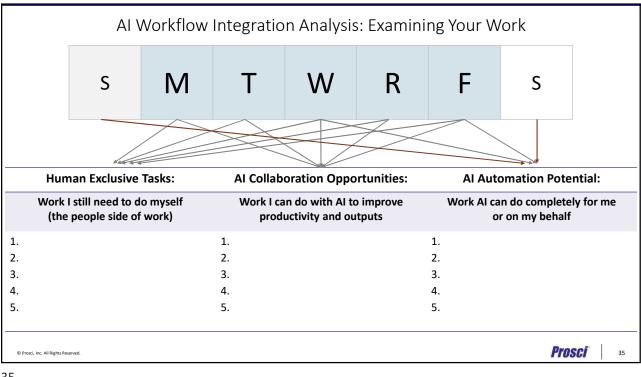
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Human Exclusive Tasks:	AI Collaboration Opportunities:	AI Automation Potential:
Work I still need to do myself (the people side of work)	Work I can do with AI to improve productivity and outputs	Work AI can do completely for me or on my behalf
 Emotional Intelligence: Tasks requiring understanding and responding to human emotions. Negotiating in sensitive business deals Providing psychological counseling Ethical Decision-Making: Work where moral judgments are crucial. Medical decisions affecting patient lives Legal judgments in grey areas Creative Originality: Fields where unique, innovative creations are valued. Writing a novel or screenplay Developing new culinary recipes or dishes Highly Contextual Interactions: Situations that rely on nuanced human context. Social work Diplomacy in international relations 	 Data Analysis: Leveraging AI for handling large datasets, identifying patterns and insights. Market trend analysis Customer behavior predictions Enhanced Creativity: Using AI as a tool to push the boundaries of human creativity. AI-assisted design in fashion and architecture AI-driven tools in music and art creation Routine Task Automation: AI handling repetitive parts of a job. Scheduling meetings and managing emails Basic customer service inquiries Predictive Maintenance: Using AI to predict and prevent equipment failures. Industrial equipment monitoring IT network upkeep and anomaly detection 	 Transactional Tasks: Simple, rule-based tasks that can be standardized. Processing invoices and payments Data entry and record-keeping Information Gathering and Reporting: Al can collect data and generate reports. Traffic updates and weather forecasts Stock market reporting Basic Content Creation: Al generating structured content from templates. Generating basic news reports Creating simple marketing content Customer Support: Handling standard querie and troubleshooting. Chatbots for FAQs and customer querie Automated troubleshooting guides for tech support



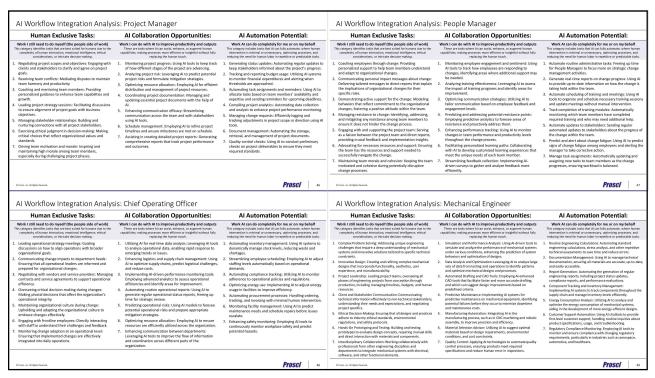
Human Exclusive Tasks:	AI Collaboration Opportunities:	AI Automation Potential:		
Work I still need to do myself (the people side of work)	Work I can do with AI to improve productivity and outputs	Work AI can do completely for me or on my behalf		
Work that demands physical presence 2. Work that requires human empathy	1. Work that benefits from quick information retrieval and analysis	1. Work that involves routine data processing		
B. Work that involves ethical judgment I. Work that requires cultural insights	 Work that involves creative design iterations 	2. Work that requires monitoring technical systems or environments		
. Work that involves real-time improvisation	3. Work that requires scheduling and logistical planning	3. Work that consists of answering standard FAQ-type customer queries		
5. Work that requires a high degree of trust and confidentiality	 Work that includes drafting and editing large documents 	4. Work that involves basic accounting tasks		
. Work that depends on creating or interpreting complex legal strategies	5. Work that involves regular follow-up and reminders	 Work that includes compiling and formatting periodic reports 		
	 Work that needs data visualization for better decision-making 	 Work that entails managing simple digital content updates 		
	 Work that can be enhanced by predictive analytics 	 Work that requires sorting and categorizing information 		

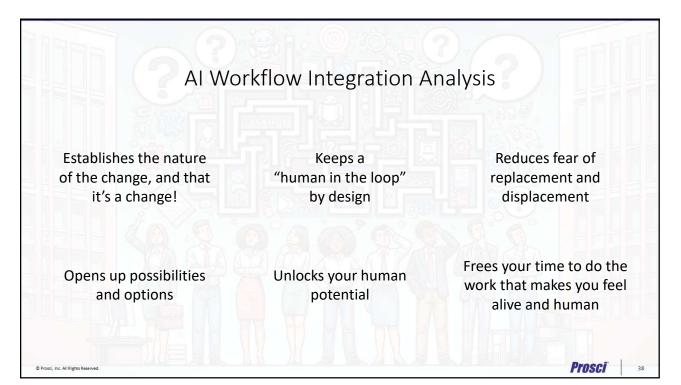
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Human Exclusive Tasks:	AI Collaboration Opportunities:	AI Automation Potential:
Work I still need to do myself (the people side of work) This category identifies tasks that are best suited for humans due to the complexity of human interaction, emotional intelligence, ethical considerations, or intricate decision-making.	Work I can do with AI to improve productivity and outputs These are tasks where AI can assist, enhance, or augment human capabilities, making processes more efficient or insightful without fully replacing the human touch.	Work AI can do completely for me or on my behalf This category includes tasks that AI can fully automate, where human intervention is minimal or unnecessary, optimizing processes, and reducing the need for human labor in repetitive or predictable tasks.
 Resolving interpersonal conflicts: Mediating disputes within teams to foster harmonious work environments. Providing emotional support during changes: Offering reassurance and empathy to staff during critical transition periods. Making ethical decisions about change impact: Evaluating changes critically to ensure they are fair and just. Cultivating trust and confidentiality: Handling sensitive information responsibly during change processes. Guiding organizational culture adjustments: Steering the modifications in organizational culture that result from changes. Leading change-driven strategic meetings: Directing high- stake discussions on future organizational directions. Negotiating change resistance: Addressing and mitigating resistance from stakeholders directly. 	 Analyzing change impact data: Utilizing AI tools to assess the impact of change initiatives, which helps in strategic decision-making. Developing training modules: Collaborating with AI to create engaging and informative training content for staff undergoing changes. Managing stakeholder communications: Using AI to draft initial communications, schedule dispatches, and manage follow-ups. Monitoring engagement and feedback: Applying AI tools to track and analyze feedback on change initiatives for continuous improvement. Planning change management strategies: Employing predictive analytics to forecast potential outcomes of change strategies. Optimizing resource allocation: Leveraging AI to ensure resources are efficiently assigned across change projects. Enhancing risk management processes: Utilizing AI algorithms to predict and mitigate potential risks during the change process. 	 Tracking change adoption metrics: Monitoring how well changes are being integrated into daily operations. Compiling and analyzing feedback: Systematically gathering and processing feedback to refine future chang initiatives. Updating training databases: Keeping training materials and resources current through automated systems. Generating routine reports on change progress: Creating standardized reports detailing the status and outcomes o change efforts. Administering surveys: Distributing and analyzing periodic surveys on the impact of changes. Documenting change processes: Recording details of change processes for compliance and training purposes. Scheduling change management activities: Organizing an prioritizing tasks and meetings related to change management.

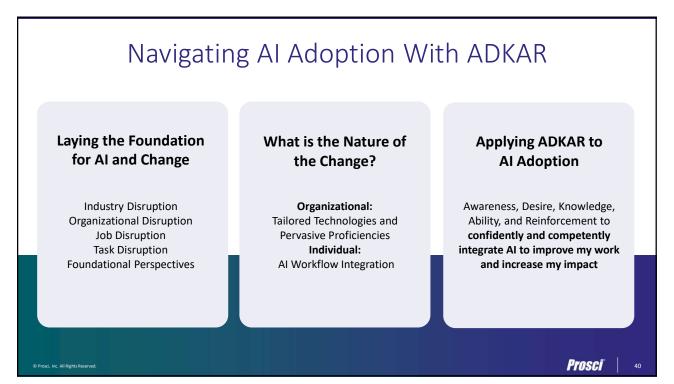
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[•]The secret to successful change lies beyond the visible and busy activities that surround change. Successful change, at its core, is rooted in something much simpler: how to facilitate change with **one** person."

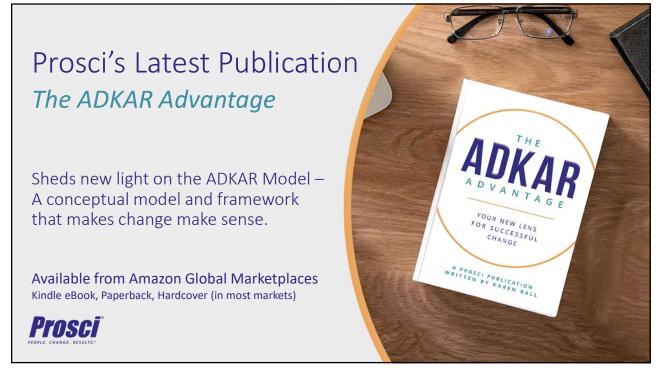


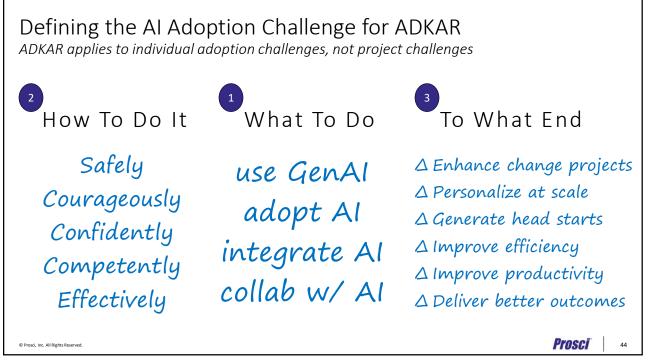
41

Support Individual Transitions – ADKAR

ADKAR element	Definition	What you hear	Triggers for building
A Awareness	Of the need for change	"I understand why"	Why? Why now? What if we don't?
D Desire	To participate and support the change	"I have decided to"	WIIFM Personal motivators Organizational motivators
K Knowledge	On how to change	"I know how to…"	Within context (after A&D) Need to know <i>during</i> Need to know <i>after</i>
A Ability	To implement required skills and behaviors	"I am able to"	Size of the K-A gaps Barriers/capacity Practice/coaching
R Reinforcement	To sustain the change	"I will continue to"	Mechanisms Measurements Sustainment
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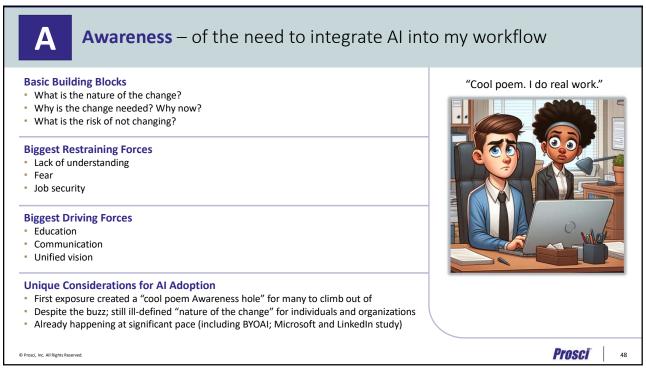
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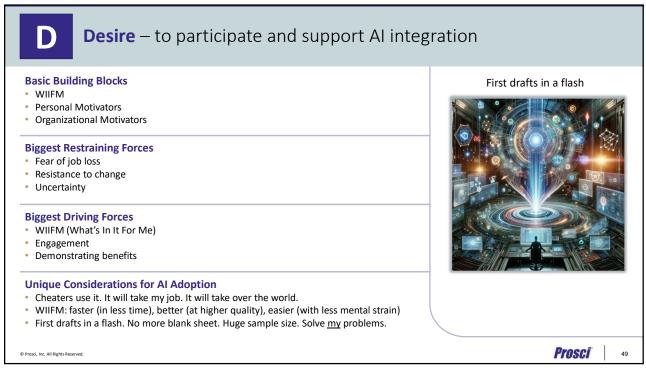
AI Adoption The people side of AI Adop on the left with the as	tion will be critic	al. Mat	ch the Barrier Statement	
"I don't see why we need to use GenAI. Aren't our current methods good enough?"	1	0	Awareness	
"The AI tools are too complex; I struggle to use them effectively."	2 🔿	0	Desire	
"I'm worried that AI might make my job obsolete."	3	0	Knowledge	
"I understand why we're using AI, but I don't know how to use it for my tasks."	4 🔾	0	Ability	
"I'm not getting any feedback on whether I'm using generative AI correctly."	\bigcirc	0	Reinforcement	
Are your employees struggling to confidently and competently use GenAl to improve their work efficiency and outputs? We have a few decades of research and a proven model that can help!				

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ADKAR Barrier Point Statements These statements indicate a barrier point on the people side of AI adoption and the individual change journey "to confidently and competently integrate generative AI into my workflows to improve my work and increase my impact." **Desire Barrier Point Ability Barrier Point** Awareness Barrier Point Knowledge Barrier Point **Reinforcement Barrier** Statements: Statements: Statements: Statements: **Point Statements** "I don't understand why "I'm not sure I want to "I don't know where to "Even after the training. I "I don't see any follow-up we need to integrate change the way I currently start with learning about still don't feel confident support after the initial generative AI into our work.' generative AI." using AI tools." training." workflows." "This sounds like more "What specific skills do I "I'm struggling to apply "There's no recognition for need to effectively use AI "What's the urgency work for me without any what I've learned about AI those who successfully use behind adopting this new clear benefits." in my work?' to my daily tasks." Al in their work." technology now?" "I'm comfortable with the "I'm unclear on how to "I'm not getting feedback "I need more hands-on "How exactly will current system and don't integrate Al into my practice to get on how well I'm generative AI benefit our comfortable with this see the need to change." existing workflows." integrating AI into my work?" technology." workflows.' "What's in it for me if I "Are there any training "What are the risks if we start using generative AI?" resources available for "I find it difficult to "The incentives for using don't implement AI?" learning this new troubleshoot issues that Al don't seem to be "I'm worried that AI might aligned with our goals." technology?' arise when using AI." "Why is our organization make my job redundant.' focusing on AI when we "What are the best "I'm not sure if I'm using "I feel like the focus on AI have other priorities?' practices for using the AI tools correctly." has waned, and it's not a generative AI in our field?" priority anymore." © Prosci, Inc. All Rights Reserved Prosci 47



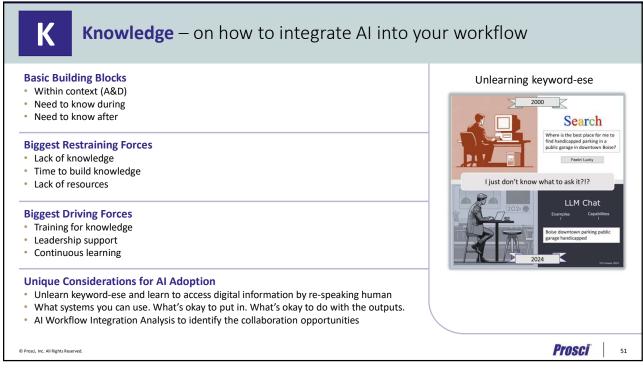
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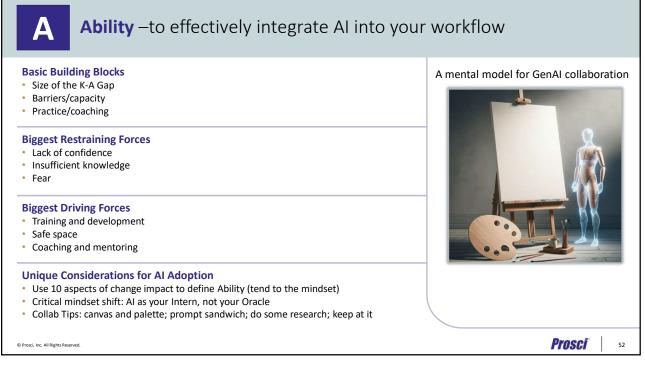


From Prosci Research with over 700 respondents in a Jan 2024 webinar	From Microsoft and LinkedIn 2024 Work Trends report, released in May 2024	Seen at an internal presentation on the impact of AI for pilot users
Of Change Practitioners Surveyed:	Surveyed users said AI helps them:	Of AI Pilot Users:
 65% agree that they will be more successful in their role using AI than those who don't. 61% believe that projects using AI will be more successful than those that don't. 	90% → save time 85% → focus on their most important work 84% → be more creative 83% → enjoy their work more	 >2/3 believe GenAI allows them to complete tasks faster >2/3 believe Gen AI allows for less mental effort on mundane tasks
73% believe that organizations that use AI will be more successful than those that don't.		>2/3 believe GenAl improves the quality of their work
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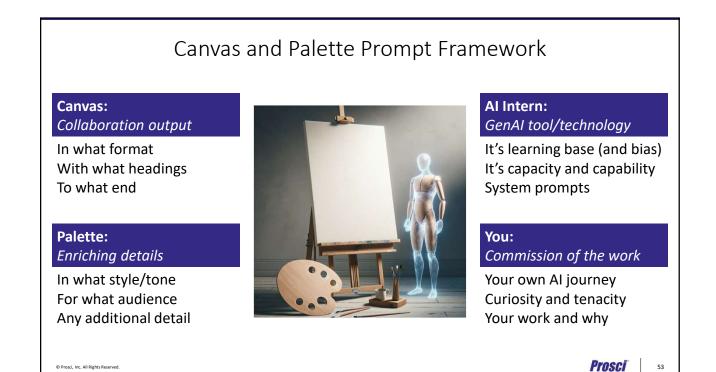
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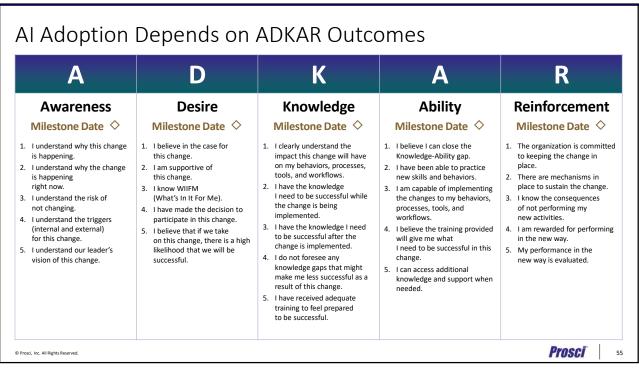


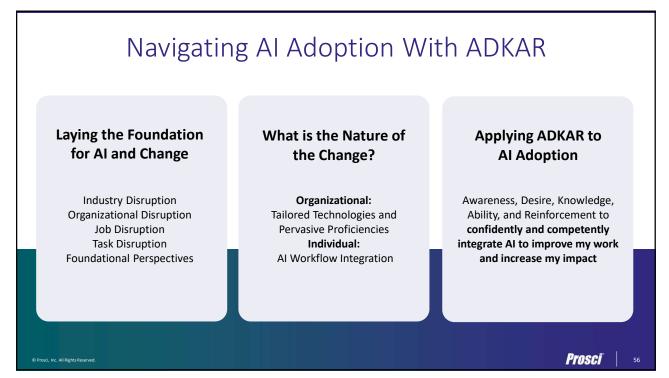
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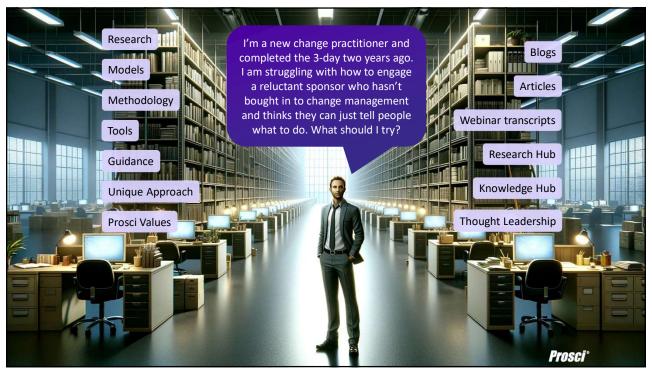


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57

AI Resource Quick References – Prosci

Podcasts

Innovation Junkies – Part 1, Innovation, Strategy, & Research (April 2024)

Innovation Junkies – Part 2 On Al in the Use of CM (May 2024)

The Project Chatter – What's all the fuss about Gen AI? (April 2024)

<u>Change It – Part 3, Al: Your Intern, not</u> your Oracle (Feb 2024)

<u>Special Episode – AI & Focusing on the</u> <u>People Side of Change (May 2024)</u>

Articles and Blogs

A Point of View on Al, Change, and Change Management (July 2023) 12 things we learned about Al and CM in 2023 (Jan 2024) How to Leverage your Al Intern (with nonprofit example) Creating Cartoons for Webinars, and Lessons Learned Data and insights on Al, Change and CM – webinar review Al Integration in Organizations: A Dual Approach Al in CM: Early Findings, Challenges and Opportunities

Early Insights, Applications, and Implications of AI in CM (Jan 2024) Applying ADKAR to AI Adoption Challenges (Sept 2023) Navigating AI Adoption with ADKAR (coming May 2024) Impact of AI on Change Management – Research Finding (Oct 2023) Early Insights and Applications –

Webinars, Reports & Pages

Webinar Findings (Feb 2024) Leveraging Al for Nonprofit Funding

and So Much More (Jan 2024)
Prosci Al Change Management

Prosci Al Chat Tool

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58

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