

# 120 Leadership Coffees



People  
People

Sales &  
Marketing

Lobbyist

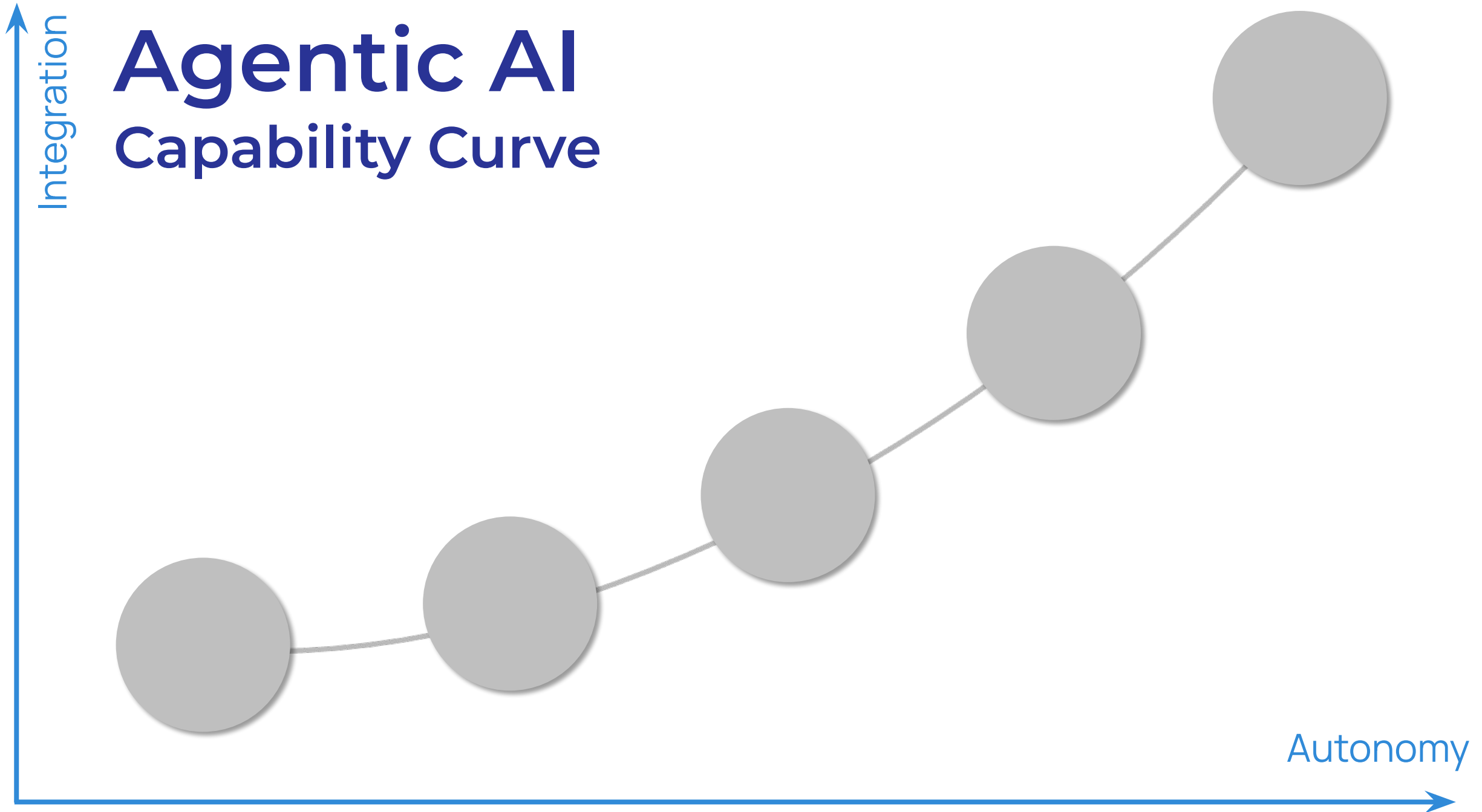
Operational

C-suite

AI ∴ Productivity ∴ Leadership



# Agentic AI Capability Curve



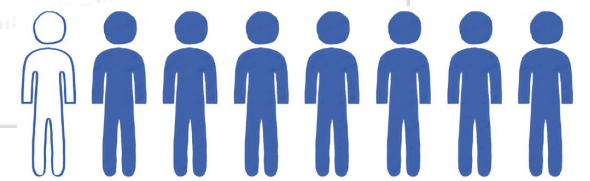
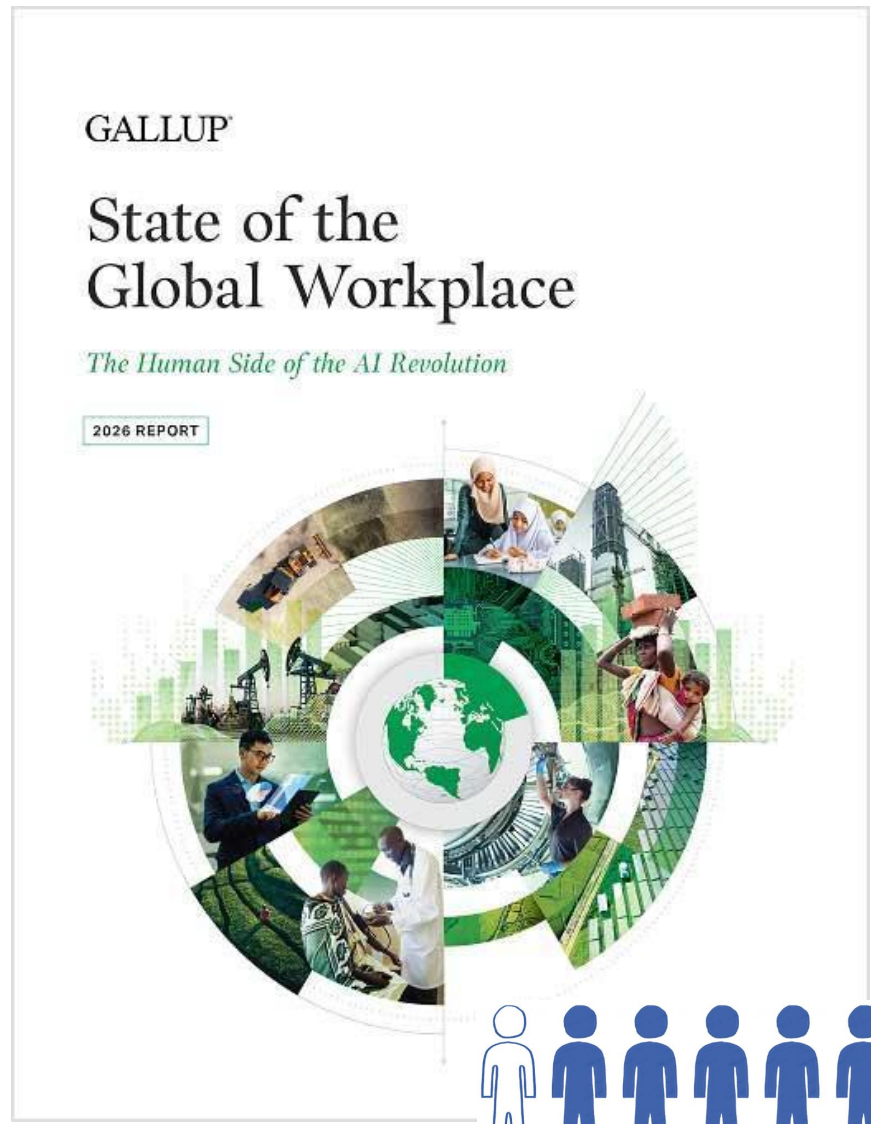
Integration

# Large Language Models

Text Prediction



Predicts text, like ChatGPT



Autonomy

Integration

# Skills & Tools

Tools that **connect** you to other apps & Skills that make individual **actions** **repeatable**.

## Text Prediction



Predicts text, like ChatGPT

## Connected AI



Access to Apps & Actions

What presentation do you want to design?

+ PowerPoint X Sources

```

Name: Client Deep Dive Skill
Description: This skill is to be used by a sales coordinator to do a deep dive into a client before a discovery or training session. The goal is to understand the client's business.
---
### Scope
You role is to be a sales coordinator and do a deep dive into a client before a discovery or training session. You wil look at their website and companies website to understand why they are, what they do and what I should focus on.
### Steps
1. Review their website
  a. What do they do
  b. What is their competitive advantage
  c. Who are their key board members and staff
  d. What they working on
  e. What are their values (if any)
2. Identify ownership if possible
  a. Use companies. https://companies-register.companiesoffice.govt.nz/

```

Autonomy

Integration ↑

# Agents

A single specialist agent for doing repeatable tasks that **anyone can use today!**

## Text Prediction



Predicts text, like ChatGPT

## Connected AI

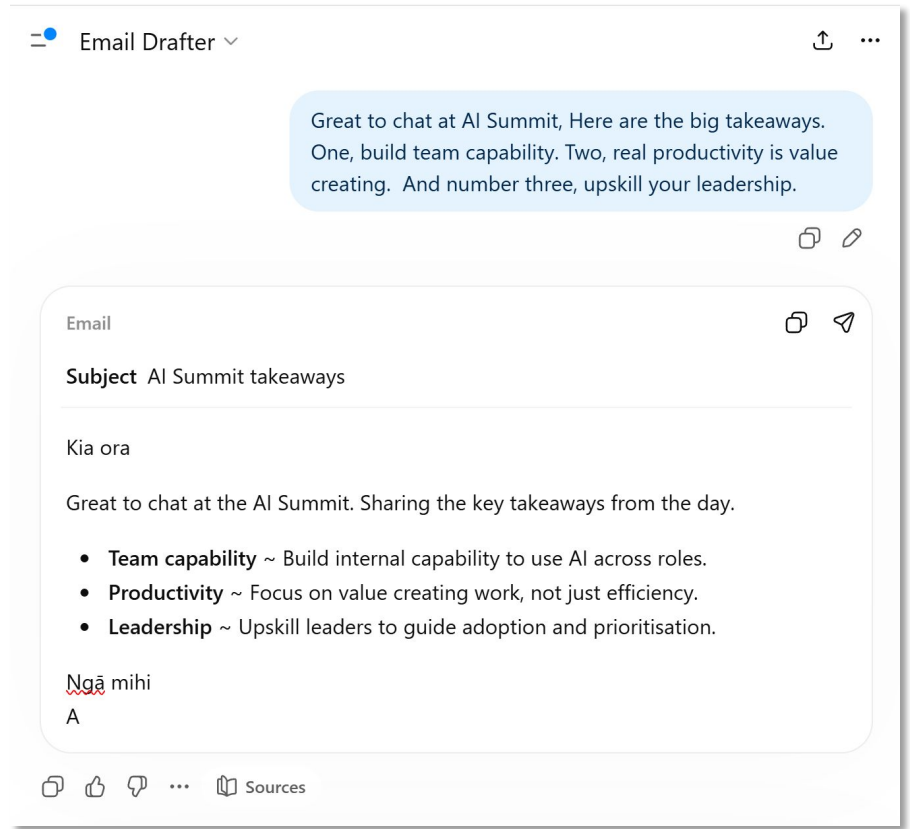


Access to Apps & Actions

## AI Assistants



Has memory tools, goals

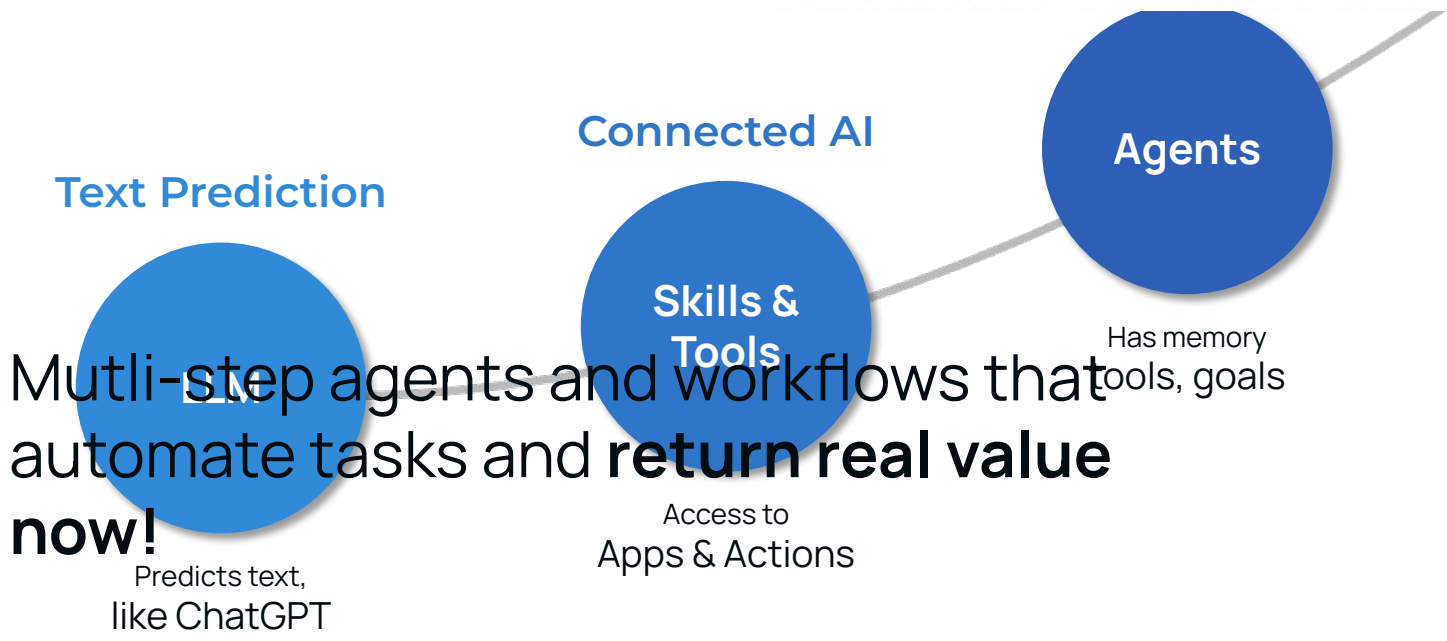
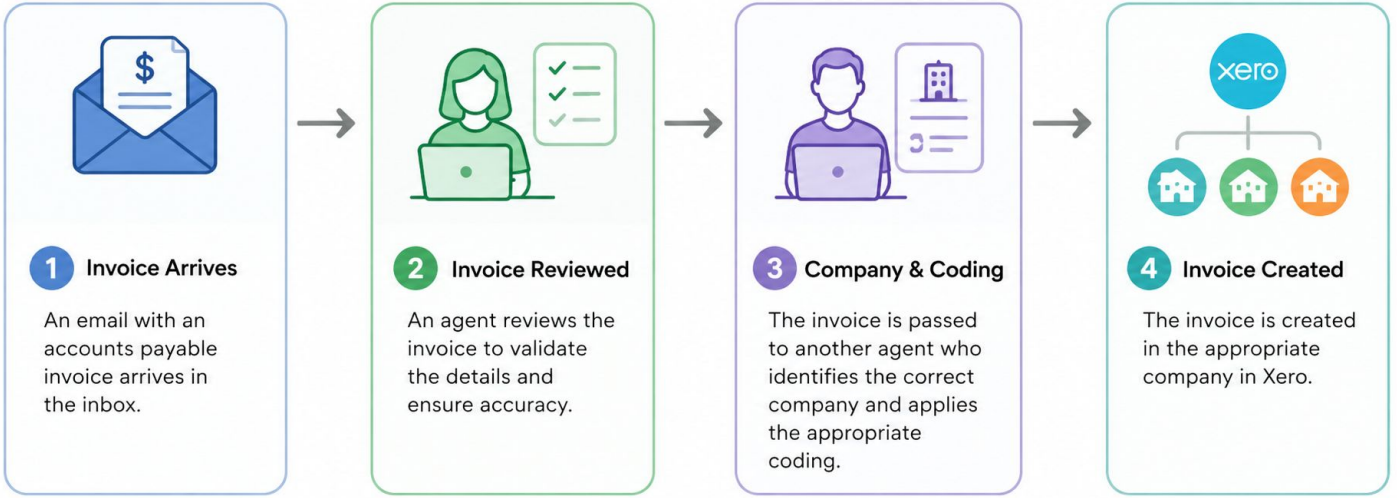


- ∴ **Chat GPT** ~ Custom GPTs & Agent Action
- ∴ **Microsoft Copilot** ~ Agent or Notebooks
- ∴ **Google Gemini** ~ Gems or LLM Notebook
- ∴ **Claude** ~ Projects

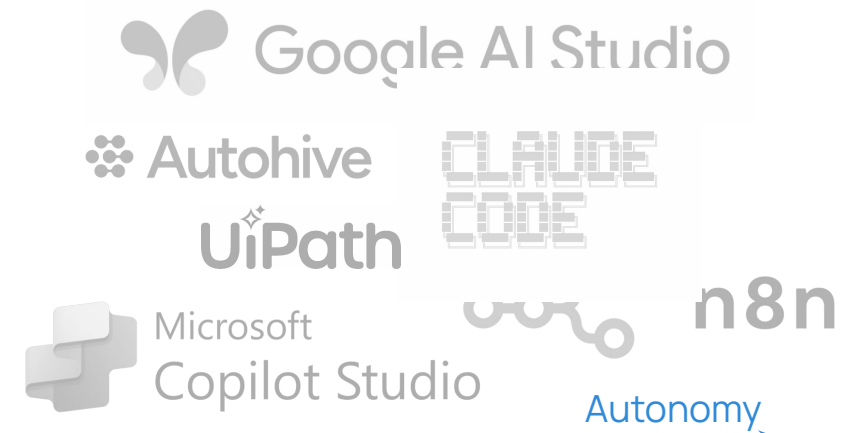
Autonomy →

Integration

# Agentic



Acts autonomously in a system



Autonomy

# Full Agentic

Integration

Text Prediction



Predicts text,  
like ChatGPT

Connected AI



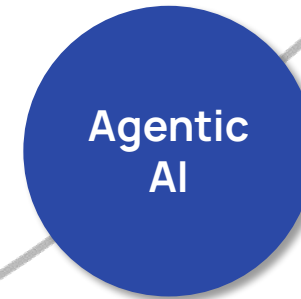
Access to  
Apps & Actions

AI Assistants

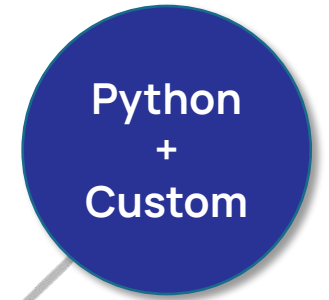


Has memory  
tools & goals

Autonomous  
Action

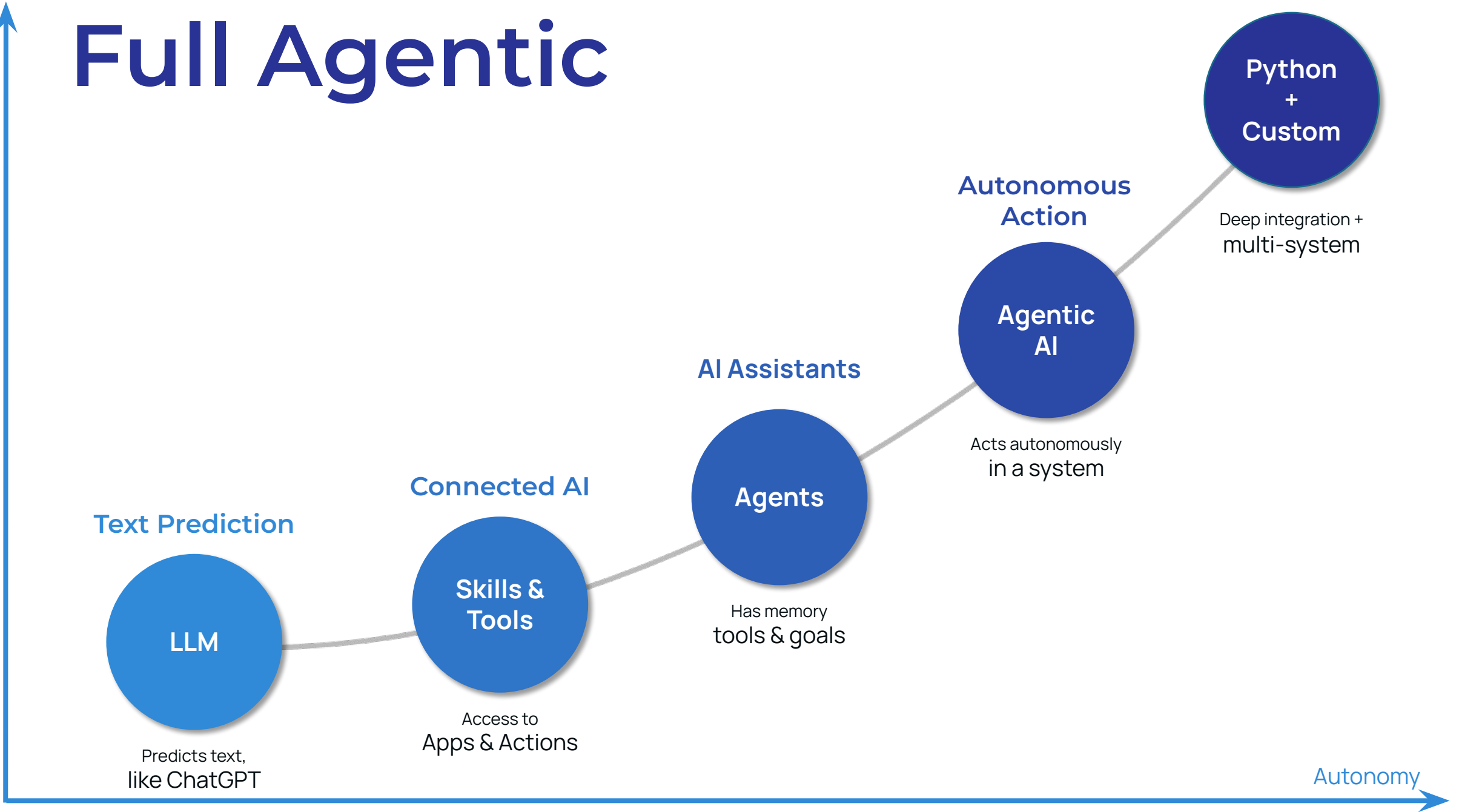


Acts autonomously  
in a system

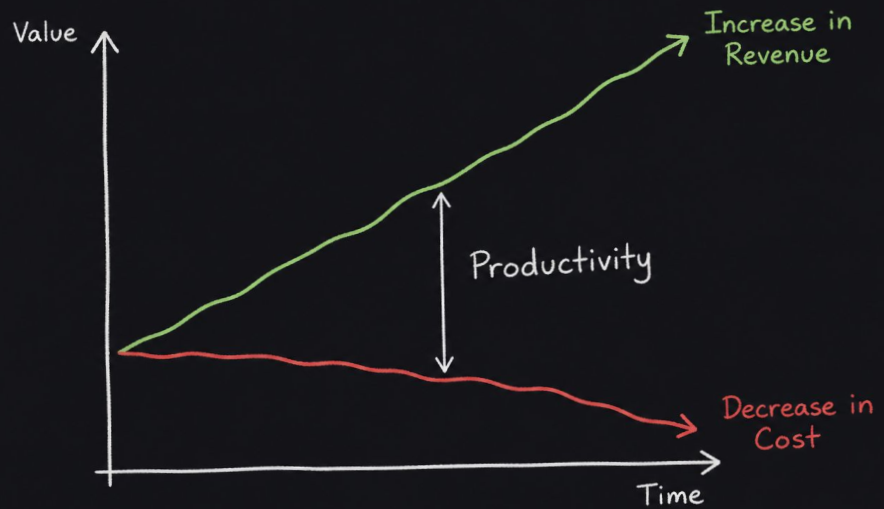


Deep integration +  
multi-system

Autonomy

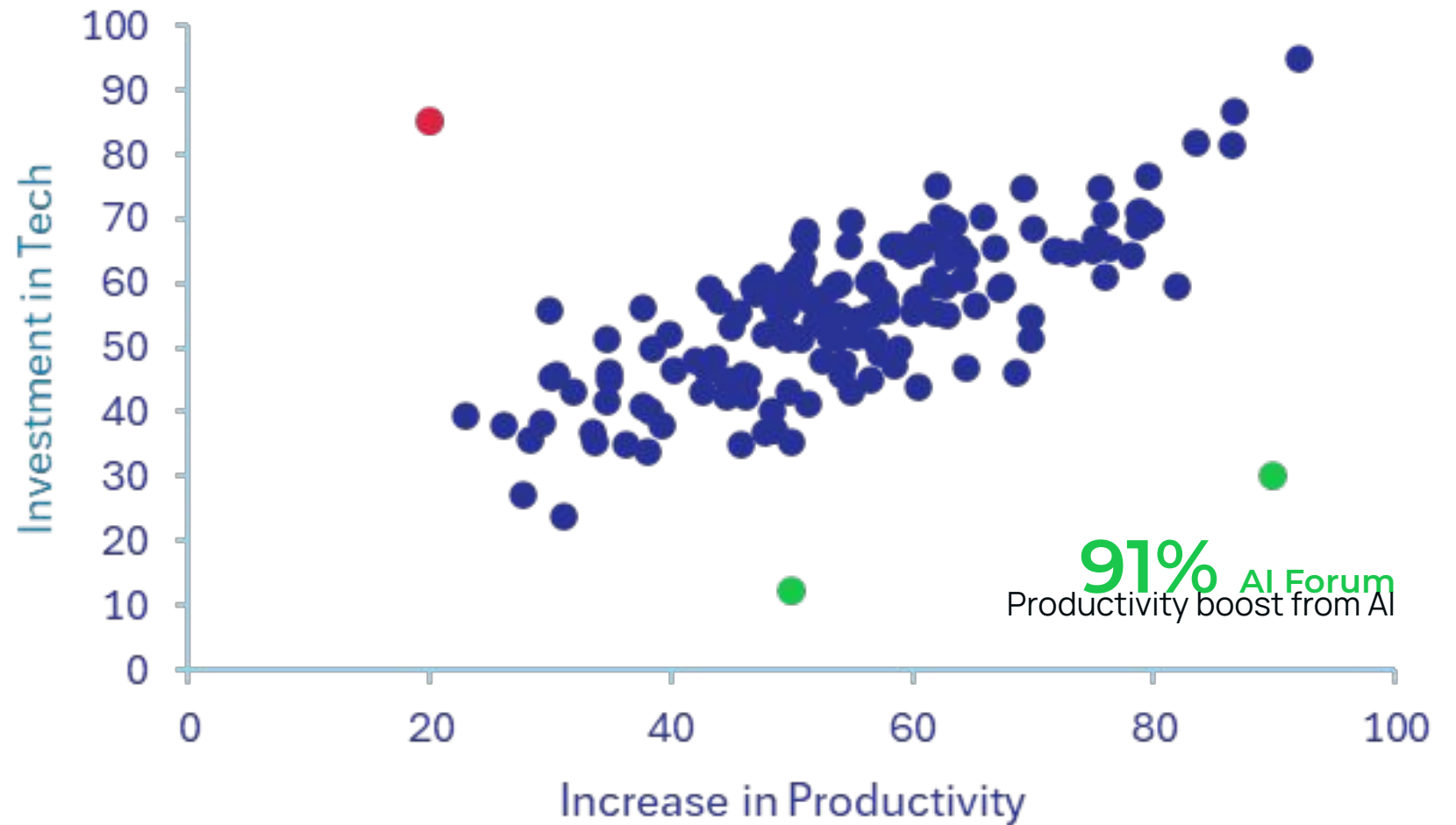


# Benefits





Help people & organisations to be more productive

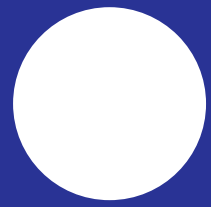


**+ 0.9% NZ**

Labour Productivity Annual Last 10 Years

**+ 7-10% NZ**

Tech Spending increase per year Last 10 Years



# What is Productivity

Creating **more value**  
from each hour.



# Leadership

Great AI requires a change in Leadership



Scan for Free  
Download

## AI Capability Roadmap

### AI FOUNDATIONS

- WHAT IS AI?
- HOW IT WORKS
- USE CASES
- ETHICS

# PAI

1

Empowering  
the use of  
good AI in  
Aotearoa

[www.goodai.nz](http://www.goodai.nz)

# Confidence

# *Experiments often fail!*

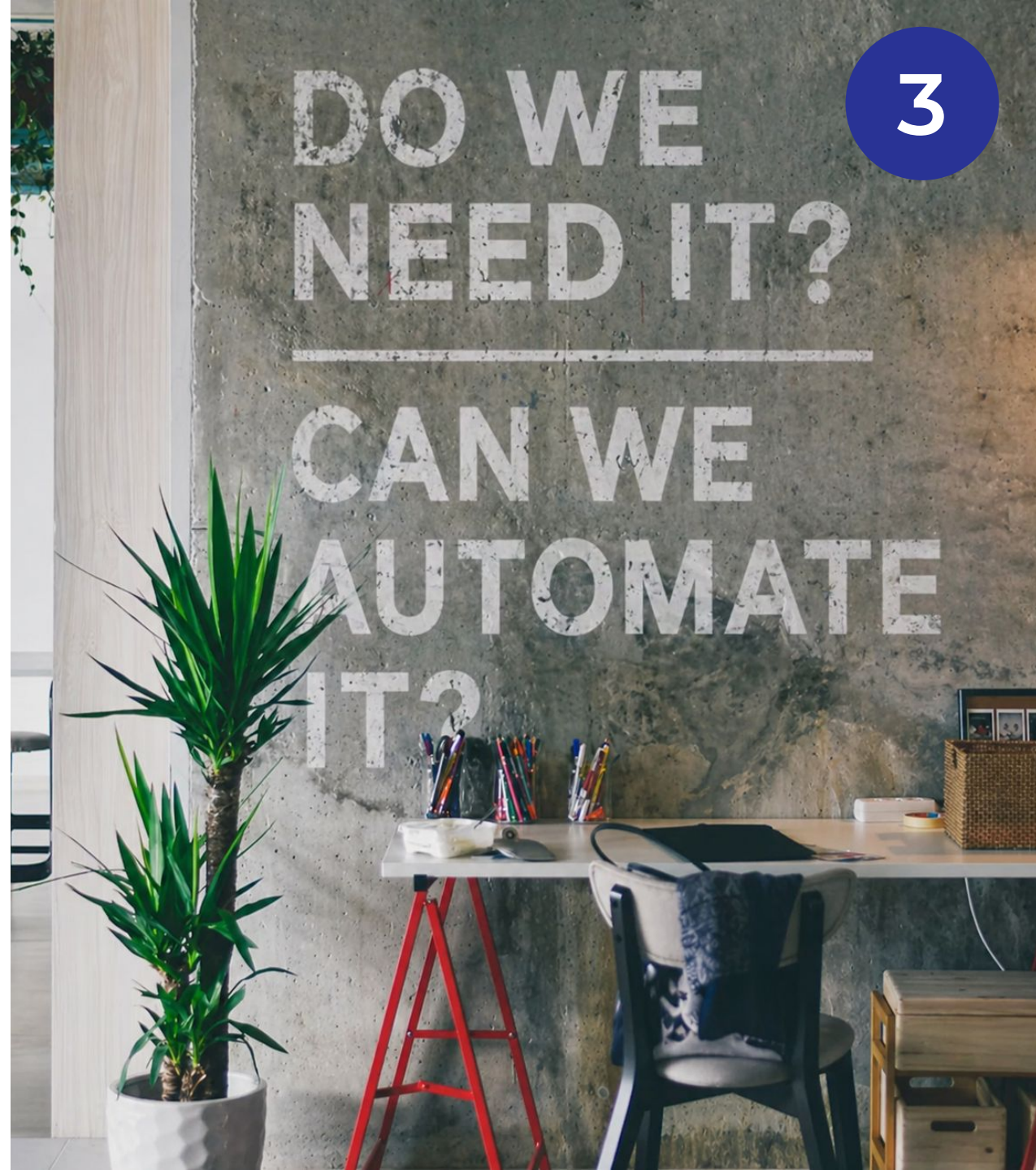
Become comfortable with  
learning, testing, & sharing  
failure.



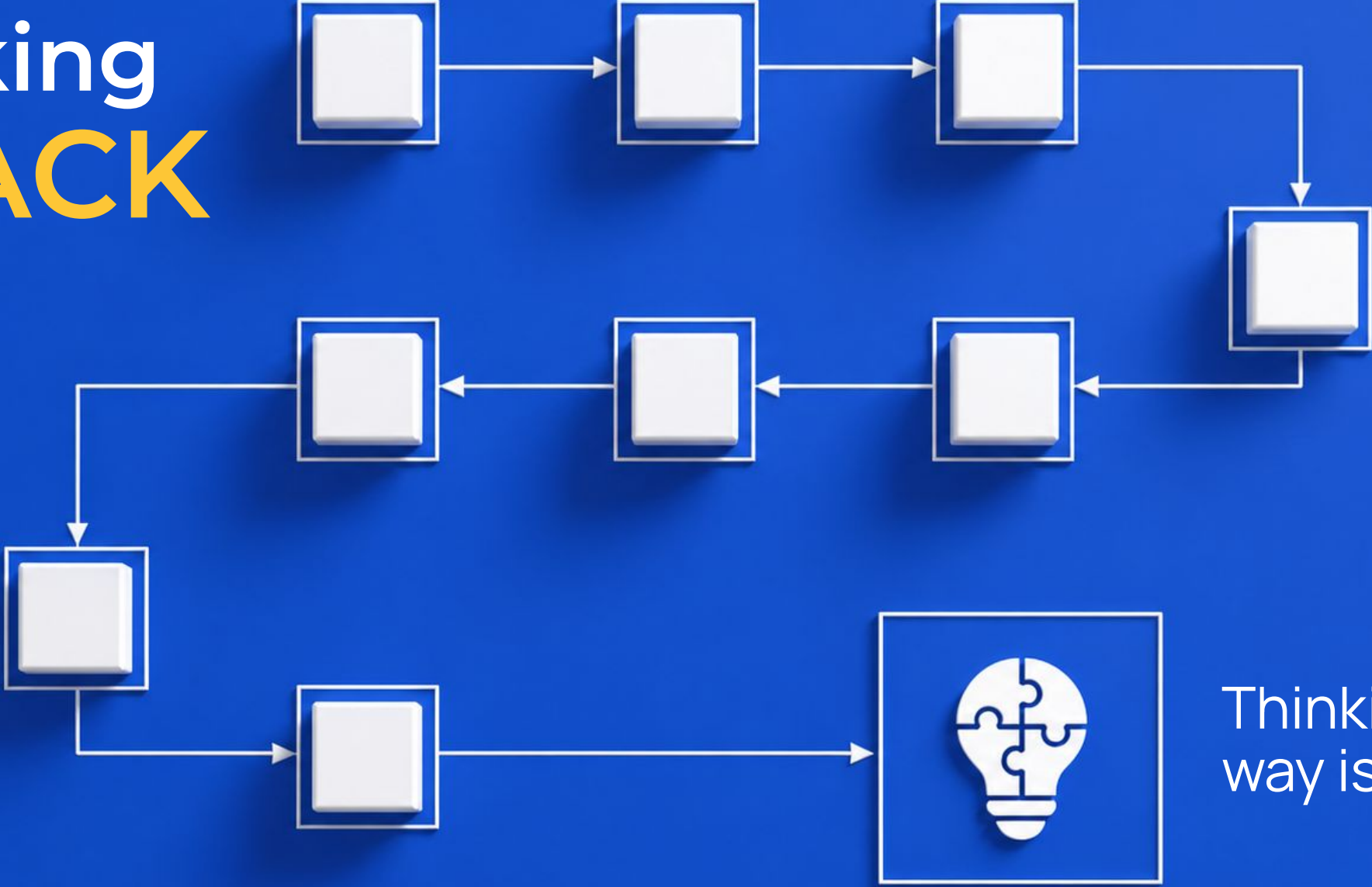
Don't **delegate** what  
you can *automate*.

Don't **automate** what  
you *don't need!*

#andyaxiom



# Workflow Thinking is **BACK**



Thinking this way is **rare!**

# Focused Execution

*HBR - people are more stressed*

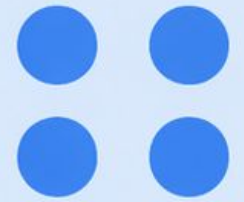
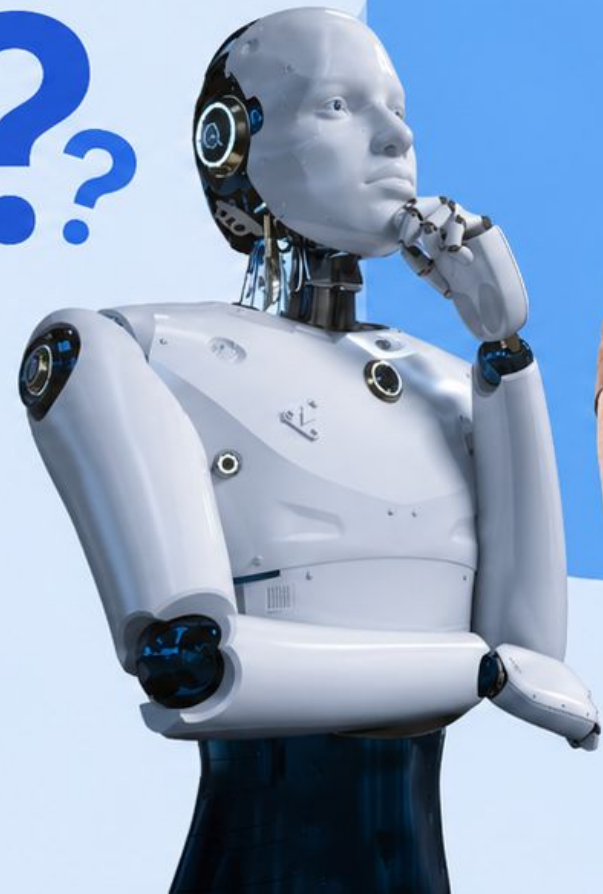
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Use AI to ...

**Finish More**  
*Faster*

# What's next for NZ?

???





What if?



# How could we use AI for good in NZ?



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