


MATT DOMO

# STRATEGIC TECHNOLOGY ALIGNMENT WORKSHEET

AN EXECUTIVE DIAGNOSTIC FOR  
TURNING TECHNOLOGY SIGNAL INTO  
STRATEGIC ACTION



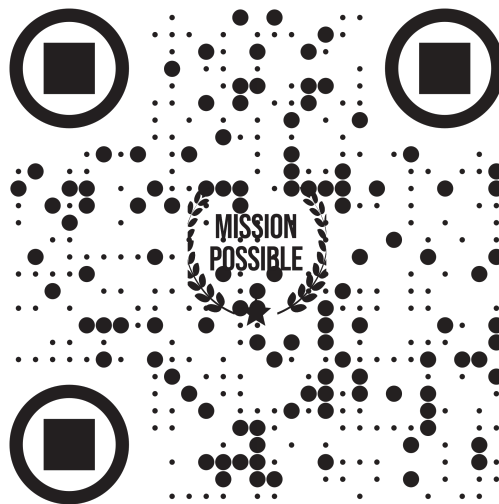
This worksheet helps leaders assess whether their organization is aligned to make disciplined, high-impact decisions about emerging technology. It is not a readiness audit, but a practical diagnostic to surface where clarity supports action and where ambiguity increases risk. Use it to guide leadership conversation, prioritize focus, and determine the right path forward before committing to scale.

*If applying this raises questions, a short working conversation can help clarify next steps.*

The chapters and worksheets in this guide assume you have completed the AI Business Stress Test introduced in Chapter 1.

If you have not yet completed it, pause here and take that assessment first. It provides the context needed to answer the questions that follow with clarity and confidence.

A QR code is provided below for quick access.



# Strategic Technology Alignment Worksheet

This worksheet helps leaders evaluate whether their organization is aligned to make disciplined, high-impact decisions about emerging technology. It is not a readiness audit, but a strategic alignment check.

Instructions: Rate each statement from 1 (Rarely) to 5 (Consistently) based on how the organization operates today.

Alignment compounds from the bottom up.

**Weakness at any layer limits scale.**

## Signal vs Noise Discernment

- We can distinguish between short-term hype and durable strategic shifts.
- Technology discussions focus on value creation.
- Leadership shares a common view on which technologies matter.

## Business Model Impact

- We can articulate how technology changes value creation.
- We understand revenue and cost implications.
- Technology decisions are evaluated through a business model lens.

## Data and Measurement Discipline

- We measure impact before scaling.
- Pilots have clear success criteria.
- Data quality supports intelligent systems.

## Leadership and Readiness

- Leadership is aligned on risk tolerance.
- Ownership for decisions is clear.
- The operating model supports execution.

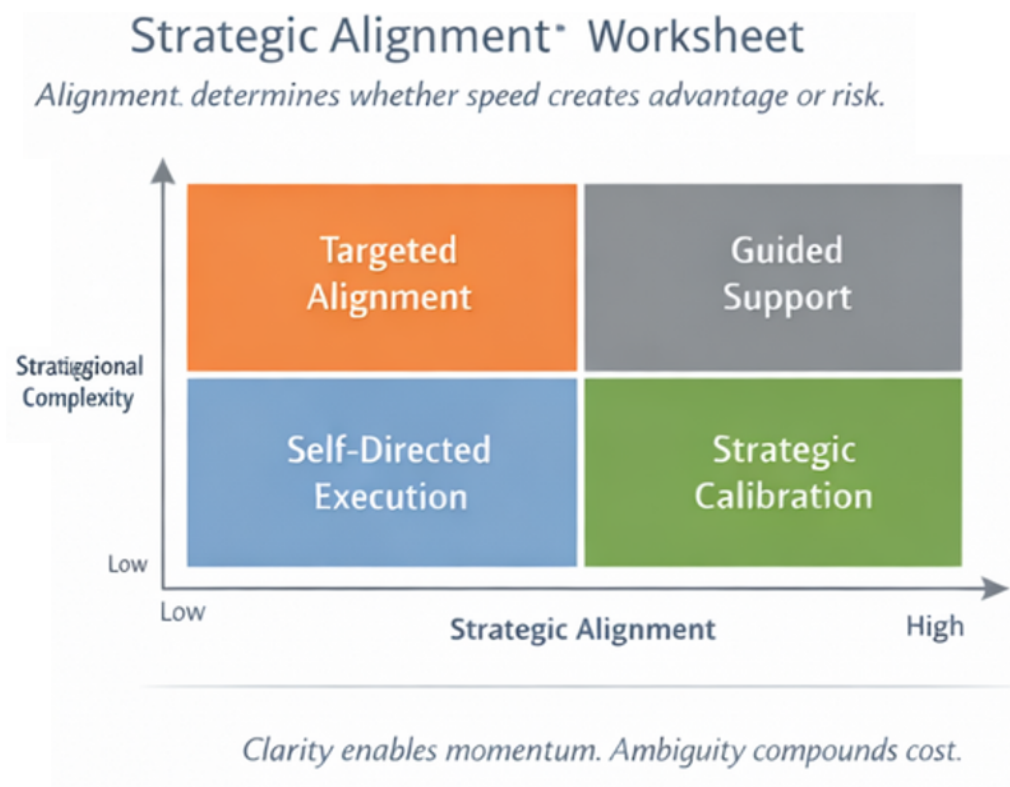
## Responsible Scale and Risk

- Ethical and regulatory issues are addressed early.
- We understand the cost of inaction.
- We know what must be true to scale responsibly.

## Score Ranges (35 questions | Max 175)

- 60-75 Strategically Aligned
- 45-59 Selectively Ready
- Below 45 Signal Unclear

Lower scores are not a failure. They clarify where alignment must be strengthened first. Alignment determines whether speed creates advantage or risk.



Clarity enables momentum. Ambiguity compounds cost.

If strategic alignment remains unclear, a short working conversation can help clarify direction.

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