
EZ ENABLEMENT

FREE DIAGNOSTIC

THE AI WORK QUALITY TEST

Eight lenses. One honest verdict on any AI-generated deliverable — before it reaches a customer.

FREE DIAGNOSTIC

HOW TO SCORE

Evaluate your AI deliverable against the 8 criteria. Assign 1 (Fails Standard) to 5 (Exemplary Standard) for each. Maximum: 40 points.

34 – 40

Executive Ready

Approved for client delivery.

26 – 33

Rework Required

Tighten constraints and re-verify evidence.

Below 26

Reject

Synthetic slop. Scrap and rewrite the brief.

FREE DIAGNOSTIC

THE 8 DIMENSIONS

1

Evidence Grounding

All facts, metrics, and dates cite primary sources (10-K, transcript, email). Zero unsourced claims.

SCORE

1

2

3

4

5

2

Assumption Exposure

Explicitly distinguishes verified facts from rep hypotheses. No hidden speculation.

SCORE

1

2

3

4

5

3

Reasoning Quality

Connects business headwinds to operational costs with logical, cause-and-effect progression.

SCORE

1

2

3

4

5

4

Specificity & Detail

Uses exact prospect terms, team names, and systems. Zero generic placeholders or industry platitudes.

SCORE

1

2

3

4

5

FREE DIAGNOSTIC

THE 8 DIMENSIONS

5

Practical Usefulness

Gives the reader immediate operational utility within 45 seconds of reading.

SCORE

1

2

3

4

5

6

Commercial Risk

Zero confidential leaks, zero compliance exposure, zero unvetted contractual or pricing promises.

SCORE

1

2

3

4

5

7

Anti-Hallucination

Zero invented quotes, zero fictitious statistics, zero non-existent product features.

SCORE

1

2

3

4

5

8

Human Judgment Check

Demonstrates critical seller synthesis. Clear sign that a human commercial mind guided the output.

SCORE

1

2

3

4

5

FREE DIAGNOSTIC

YOUR VERDICT

TOTAL SCORE

— / 40

Passing grade: 34+

If it passed: run every customer-facing AI deliverable through this test.

If it didn't: the fix isn't a better prompt. It's evidence, constraints, and verification.

NEXT STEP

If your AI output didn't pass, reply to discuss how AI Fluency for GTM Teams fixes it.