

THE AI BUSINESS PLAYBOOK

*A FREE EXECUTIVE GUIDE TO
THINKING, DECIDING, AND LEADING WITH AI*

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“The greatest competitive advantage of the next generation will not belong to the organizations with the most powerful artificial intelligence. It will belong to the leaders who learn how to think better with it.”

FREE GUIDE EDITION

This guide is a concise introduction to the ideas developed in The AI Business Playbook. It is designed to provide immediate practical value while leaving the deeper frameworks and complete playbook for the full book.

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INTRODUCTION

AI is changing what businesses can do. But the lasting advantage is not simply access to AI. It is the ability to combine intelligent capability with human judgment.

This guide gives you a small set of practical ideas from The AI Business Playbook. Use them immediately. If they change the way you think about one important decision, the guide has done its job.

The deeper frameworks, industry applications, implementation tools, and complete leadership system are developed in the full book.

1 • THE NEW COMPETITIVE ADVANTAGE

Technology itself is rarely a lasting advantage. If competitors can buy the same tools, the advantage moves to how intelligently the organization uses them.

PURPOSE — Why are we making this decision?

EVIDENCE — What facts support it?

ALTERNATIVES — What other options exist?

CONSEQUENCES — What happens if we are wrong?

Do not ask AI only for an answer. Use it to expose assumptions, generate alternatives, and challenge your preferred option.

2 • THINK WITH AI — DON'T JUST ASK AI

The strongest use of AI is not question → answer → done. It is a thinking partnership:

Human → AI → Human → AI → Human

VALIDATION — What is strong about this idea?

OPPOSITION — Why might this idea fail?

REINVENTION — If we were not attached to our original idea, what else could we create?

Before an important decision, ask AI to challenge you rather than simply agree with you.

3 • JUDGMENT OVER INFORMATION

Information is abundant. Judgment is scarce.

INFORMATION — What do we know?

UNDERSTANDING — What does it mean?

JUDGMENT — What is wisest?

ACTION — What will we do?

AI can dramatically strengthen the first two levels. Leadership is still required to move from understanding to judgment and from judgment to action.

Before requesting another report, ask: What decision are we actually trying to make?

4 • THE HUMAN ADVANTAGE

AI can accelerate work, but organizations still need purpose, empathy, moral responsibility, creativity, courage, trust, and long-term thinking.

Can AI do it?

Should AI assist?

Must humans lead?

How does the partnership improve outcomes?

The objective is not human versus machine. It is designing the right partnership.

5 • YOUR FIRST AI BUSINESS EXERCISE

Choose one important business decision you expect to make within the next 30 days.

Write down:

- The decision.
- Your current preferred option.
- The assumptions behind it.
- The evidence you have.
- The evidence you still need.
- Three alternatives.
- The strongest argument against your preferred option.
- What happens if you are wrong.

Then ask an AI assistant to challenge your thinking.

“If we were starting this business today, would we make the same decision?”

5 PROMPTS TO START USING TODAY

1. Act as an executive strategy advisor. Identify the real decision in this business challenge, expose hidden assumptions, propose three alternatives, and identify the questions leadership should answer before deciding.
2. Challenge my preferred strategy. Build the strongest argument against it and identify risks I may be underestimating.
3. Review this business process. Identify what AI should automate, what AI should assist, and what should remain human-led. Explain why.
4. Analyze these observations and identify recurring signals, connections, possible meanings, and actions we should consider.
5. Assume you are an independent board reviewing our strategy. Identify blind spots, overlooked risks, unintended consequences, and opportunities before recommending a course of action.

THE NEXT STEP

The tools change. The principles do not.

AI can expand what an organization can see, test, create, and accomplish. But leadership still determines what the organization chooses to accomplish.

Use AI aggressively where it creates value. Keep humans responsible where judgment, trust, ethics, empathy, and purpose matter.

If this guide has made you rethink one decision, process, or assumption, you have already begun.

The AI Business Playbook develops these ideas into a complete system for intelligent leadership, better decisions, human-AI partnership, organizational learning, responsible innovation, and long-term competitive advantage.

The free guide is the beginning — not the whole playbook.

ABOUT THE AUTHOR

OLA AJAYI is the founder of Fabric8iveDigitals Nigeria Limited, a strategy and digital transformation firm based in Lagos, Nigeria. He advises boards, founders, and executive teams across Africa and internationally on intelligent leadership, decision architecture, and building organizations capable of thriving through technological change.

His work sits at the intersection of timeless leadership wisdom and the capabilities of artificial intelligence. He writes and speaks globally on the future of work, responsible innovation, and what it means to build institutions that outlive technology while expanding human dignity and opportunity.

Ola is committed to helping African entrepreneurs and leaders leverage emerging technologies to solve deeply human problems and to tell a new story about what the continent can build.

Connect with the author and access companion resources, tools, and workshops at:
www.ai-businessplaybook.com