Pilot Selection Scorecard

Thinking Enabled | Aligned to TURNS Book v13 | November 6 2026

Choose what is worth investigating at Greenlight. Compare up to three work problems; a score does not authorize live use. Check permission and suitable approved material first.

Question	1	2	3	A B C
Is it frequent?	Occasional	Weekly	Daily or often	
Does it cost real time?	Little	Noticeable	Substantial repeated work	
Is the input text or data we have?	Unavailable	Available with preparation	Accessible approved material	
Is a mistake recoverable?	Serious or hard to reverse	Fixable with effort	Readily caught and reversed	
Can we tell good from bad?	Unclear standard	Expert judgment available	Observable standard	

Score each from 1 to 3 and total out of 15. A recoverability score of 1 rules a candidate out as a first pilot regardless of total. Missing permission or unsuitable data must be resolved before selection. Compare a simpler non AI alternative.

Bayside example: reply drafting 15, overdue invoices 12, applicant screening 8. These are fictional discussion scores, not a validated success model.

Candidate names scores and reasons

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Greenlight proceed / revise / park with owner and date

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Next: complete the separate Target Statement worksheet with purpose, end state, evidence, limits, accountable owner and Decider.

Target Statement and Success Criteria Worksheet

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Use after choosing a candidate with the separate selection scorecard. Define the outcome, people, evidence and limits before choosing a tool.

Kind of claim: Evidence / Interpretation / Validated. Status: Measured / Passed / Failed / Not yet measured / Not applicable with a reason. Record source, date and sample size. A failure is a result, not a gap. Missing evidence is never a pass or a zero.

Pilot date and version

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_____

Purpose and people served

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_____

End state in observable terms

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Evidence and baseline or owner and collection date

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_____

Limits off limits actions and stop conditions

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_____

Accountable owner and Decider

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Simpler non AI alternative

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Criterion and stage	Prewritten threshold	Result and status	Evidence owner and date
Rehearsal quality		Not yet measured	
Rehearsal safety		Not yet measured	
Control tests		Not yet measured	
Trust and task check		Not yet measured	
Live handling or business outcome		Not yet measured	

Criterion and stage	Prewritten threshold	Result and status	Evidence owner and date
Live customer experience and actual use		Not yet measured	

Numerical thresholds remain provisional until the baseline and plan are agreed. Keep rehearsal estimates separate from measured live outcomes.

Gate	Question	Calls	Evidence and authority
1 Greenlight	Is this problem worth investigating?	Proceed / revise / park	Selected in T, checked through U; problem owner.
2 On Air	Should we authorize a limited live pilot?	Go / adjust / no-go	R evidence, N controls, recorded in S; named Decider.
3 Renewal	Should we continue, adjust or expand?	Continue / adjust / expand / stop	Live evidence in S; named Decider with accountable owner.

Decision evidence conditions and next review

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