Prerequisites

This seminar was developed for executives, business managers, product leaders, technology managers, architects, senior developers, consultants, and innovation teams that need to discover and evaluate practical AI opportunities. No previous machine-learning or coding experience is required. Participants should be familiar with their organization's business processes, pain points, data sources, goals, and strategic challenges.

Duration

This seminar includes four hours of focused training, discussion, and practical AI opportunity discovery exercises.

Premium Training

This premium seminar can be delivered in Hebrew or English, online or in a hybrid format. The content can be adapted to your organization's industry, maturity level, data landscape, current AI initiatives, and leadership priorities.

The Lecturer

Haim Michael is an experienced software development trainer, lecturer, and consultant with more than 30 years of teaching experience. He is an AWS Certified AI Business Strategist and holds an MBA (Cum Laude) from Tel Aviv University. Haim helps organizations identify realistic AI opportunities, connect them to business goals, evaluate readiness and risk, and turn promising ideas into practical AI initiatives with measurable business value.

The Topics

This seminar helps business and technology leaders discover, screen, and prioritize AI opportunities before committing to pilots or large investments. It focuses on mapping business problems, identifying where AI can create value, evaluating feasibility and risk, and translating selected opportunities into practical next steps. The seminar includes the following topics:

AI Opportunity Discovery Foundations

From Business Problems to AI Opportunities

Mapping Processes, Pain Points, and Data Sources

Optimization vs. Transformation Opportunities

AI Use Cases for Operations, Products, and Knowledge Work

Value, Feasibility, and Risk Scoring

Build, Buy, or Partner: Early Fit Assessment

Data Readiness and AI Readiness

Responsible AI, Privacy, Security, and Compliance Constraints

Defining KPIs, Baselines, and Success Criteria

Prioritization Workshop and AI Opportunity Backlog

From Opportunity to Pilot Decision

We can adapt the seminar to your organization's business goals, technology stack, regulatory environment, data maturity, and current AI maturity. We can also customize the exercises around real challenges from your organization, so participants leave with a structured AI opportunity backlog and clearer criteria for selecting the right pilots.

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