

Technology & AI

# Making AI Work for Your Business

A hands-on workshop to discover, design, deliver and de-risk AI in your organisation.

**\$950** /2 Days

**In-House Training Only**

Have a team of 10–15? We'll bring this course to you — fully tailored to your organisation. Contact us for a quote.



## About the Course

Many organisations struggle to turn AI ambition into real business value - with unclear opportunities, impractical solutions, stalled delivery, and unmanaged risks leading to fragmented initiatives and limited impact.

This course provides a practical knowledge base and hands-on toolkit for professionals looking to deliver impactful AI solutions.

Through guided exercises and real-world examples, the course addresses **four essential questions...**

- 1. Discover what matters**  
Identify and prioritise high-value AI opportunities.
- 2. Design what works**  
Translate opportunities into clear, implementable solution designs.
- 3. Deliver at scale**  
Embed AI solutions into operations and drive adoption.
- 4. De-risk with confidence**  
Apply governance, controls, and risk management to ensure trusted delivery.

## 3 Takeaways



Spot and prioritise the AI opportunities that matter most to your business



Design and deliver AI solutions that are practical, scalable, and business-ready.



Lead AI adoption with confidence — responsibly, strategically, and with lasting impact

Who is this course for?

Designed for organisations that have adopted AI tools and are ready to build a structured approach to delivering impactful AI solutions at work.

You'll learn:

- ✓ Identify and prioritise high-value AI opportunities.
- ✓ Design implementable AI solutions aligned to business needs.
- ✓ Support the delivery and scaling of AI initiatives.
- ✓ Drive adoption through effective change management.
- ✓ Apply risk and governance practices for responsible AI implementation.

# Day 1

Here's what you get to learn in this course



Framing AI Value & the Transformation Lifecycle

Discover: Opportunity Identification & Qualification

Topic 1

## Framing AI Value & the Transformation Lifecycle

This module sets the foundation for the course, introducing the key frameworks and concepts required to deliver AI-driven business value...

- The Discover, Design, Deliver, De-Risk Framework.
- Where AI creates real business value, and where it does not.
- Common failure points in AI initiatives.
- An introduction to the design thinking approach.

**Exercise:** Define a target problem area and outline a broad set of potential AI opportunities within it.

**Note:** Participants work on a continuous case throughout the programme, developing an end-to-end AI solution from opportunity identification through to delivery and risk management.

Topic 2

## Discover: Opportunity Identification & Qualification

This module focuses on identifying and prioritising high-value opportunities for AI application...

- Identifying value pools and operational pain points.
- Techniques for structured opportunity discovery.
- Qualification criteria: value, feasibility, and data readiness.
- Approaches to prioritisation and sequencing.

**Exercise:** Assess and prioritise a shortlist of high-value AI opportunities based on value, feasibility, and data readiness.

# Day 1

Here's what you get to learn in this course



Design I: Problem Framing & User-Centred Thinking

Design II: Solution Design & Implementation Blueprint

Topic 3

## Design I: Problem Framing & User-Centred Thinking

This module focuses on framing problems and applying design thinking to shape effective AI solutions...

- The Discover, Design, Deliver, De-Risk Framework.
- Where AI creates real business value, and where it does not.
- Common failure points in AI initiatives.
- An introduction to the design thinking approach.

**Exercise:** Assess and prioritise a shortlist of high-value AI opportunities based on value, feasibility, and data readiness.

Topic 4

## Design II: Solution Design & Implementation Blueprint

This module focuses on translating well-defined problems into implementable AI solution designs...

- Translating prioritised opportunities into structured solution designs.
- Defining data, models, workflows, and integration requirements.
- Evaluating build, buy, and partner approaches.
- Designing for implementation within real operational environments.

**Exercise:** Develop a high-level AI solution blueprint aligned to business processes and systems.

# Day 2

Here's what you get to learn in this course



Deliver I: From Pilot to Production

Deliver II: Change, Adoption & Embedding

Topic 1

## Deliver I: From Pilot to Production

This module focuses on planning the delivery of AI solutions from initial development through to operational deployment...

- Delivery models for AI, including iterative, agile, and staged approaches.
- Progressing from prototype to pilot to production.
- Integrating AI solutions into existing systems and business processes.
- Identifying and mitigating common delivery pitfalls.

**Exercise:** Develop a delivery roadmap with key phases, milestones, and dependencies.

Topic 2

## Deliver II: Change, Adoption & Embedding

This module focuses on driving adoption and embedding AI solutions into day-to-day operations...

- Understanding why AI initiatives fail at adoption.
- Applying change management principles to AI delivery.
- Embedding AI into workflows, roles, and performance measures.
- Driving sustained behavioural change across teams.

**Exercise:** Define an adoption and change approach aligned to the delivery plan.

# Day 2

Here's what you get to learn in this course



De-Risk I: AI Risk & Governance Fundamentals

De-risk II: End-to-End Integration & Case Review

Topic 3

## De-Risk I: AI Risk & Governance Fundamentals

This module focuses on identifying and managing the key risks associated with AI delivery...

- Understanding key AI risks, including data, model, operational, and regulatory risks.
- Defining governance frameworks and control points.
- Applying responsible AI principles in practice.
- Aligning AI initiatives with enterprise risk and compliance requirements.

**Exercise:** Identify key risks and define appropriate controls for the proposed solution.

Topic 4

## De-risk II: End-to-End Integration & Case Review

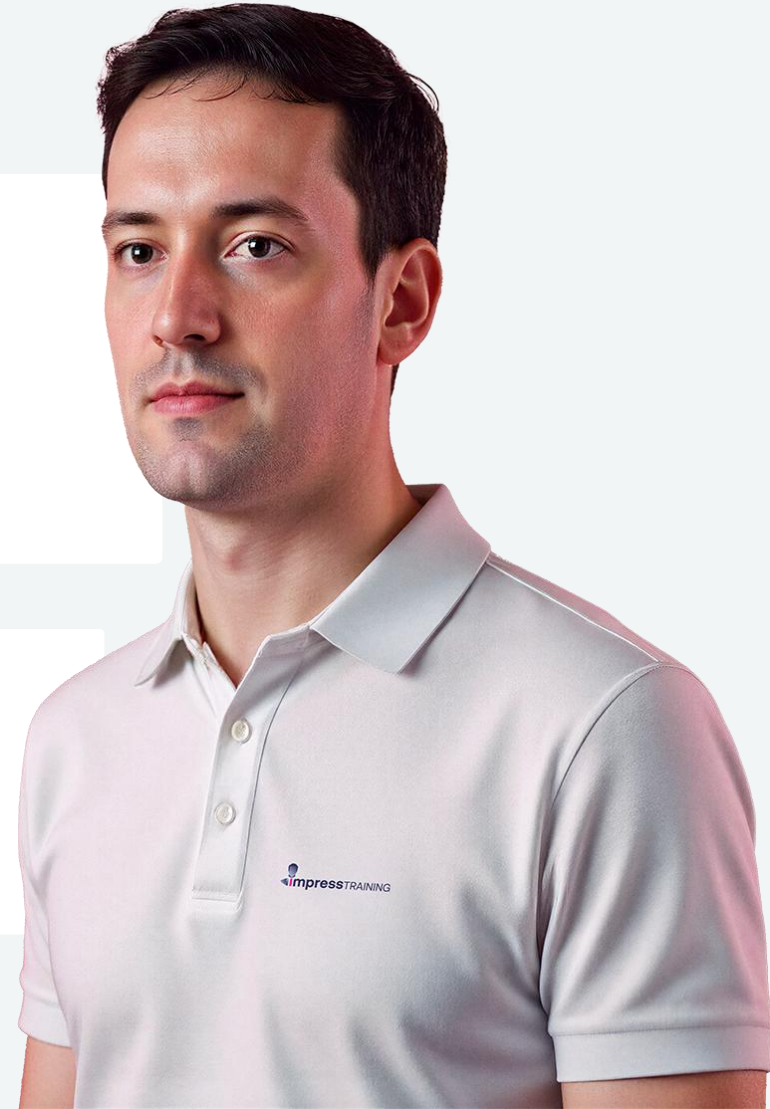
This module brings together the full lifecycle, integrating discovery, design, delivery, and risk management into a coherent end-to-end approach...

- Integrating the Discover, Design, Deliver, De-Risk framework.
- Reviewing good practice case examples.
- Stress-testing solutions for value, feasibility, and risk.
- Refining and strengthening participant outputs.

**Exercise:** Present and critique an end-to-end AI solution.

Meet Our Trainer

# Sam Cammiss



“ Great course, insightful, and well-executed with real life examples. Very relevant. Highly recommended!

Dexter Ho, Manager

“ Incredibly in-depth knowledge of the subject matter, classes were interesting and engaging..

James Lee, Consultant

**Sam** is a consultant and trainer specialising in the design, development, and deployment of applied AI solutions across corporates, government, and startup ventures.

He has held faculty roles in applied AI at Singapore Management University (SMU) Academy and the National University of Singapore Institute of Systems Science (NUS-ISS), where he teaches professionals how to translate AI into practical workplace impact.

Previously, as Director of Innovation at Deloitte Southeast Asia, Sam led the launch of AI-enabled ventures in Industry 4.0, Smart Cities, and FinTech spaces. His experience spans multiple sectors, including advertising, manufacturing, construction, pharmaceuticals, government, and financial services.


# For More Information:

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## \*SFC-Eligibility

### SkillsFuture Credit (SFC)

Eligible Singapore Citizens may use their SkillsFuture Credit balance to offset respective course fees. This is only applicable to **Self-sponsored Individuals**.

**Participant need to meet the attendance and assessment requirements to be eligible for the subsidy.**

### Assessments

As part of the requirement for SkillsFuture Singapore, there will be an assessment conducted at the end of the course.

### Attendance

Participants are required to attain a minimum of 75% attendance and pass the assessment to receive a digital Certificate of Completion issued by Impress Training along with a WSQ Statement of Attainment.

**Please contact us for more details.**