

The AI Productivity Trap

If I use AI to crank my output 10x, I will get the title.



The faster and more useful you are, the easier it is for the org to recast you as a high-throughput execution node.

You become the cheap, fast place to toss ad-hoc ideas.

The danger isn't being too slow. It's being so fast nobody bothers to understand your judgment.

Capability $\neq$ Next-Level Ready

The Executor (Current Level)

- Solves given problems.
- Delivers on requirements.
- Puts out fires.



The Decision Maker (Next Level)

- Defines the problem.
- Converges ambiguity.
- Changes the system so fires stop starting.



AI amplifies execution. But if you only use it to grind faster, your label becomes “this person can really grind,” not “this person has great judgment.”

The Multiplicative Promotion Equation

$$[\text{Capability}] \times [\text{Narrative}] \times [\text{Sponsor Motive}] \times [\text{Org Slot}] \times [\text{Politics / Timing}] = \text{Promotion}$$

This is multiplication, not addition.
Any factor near zero drags the
whole case down.

High AI Output $\times$ Low Narrative
= The Human API

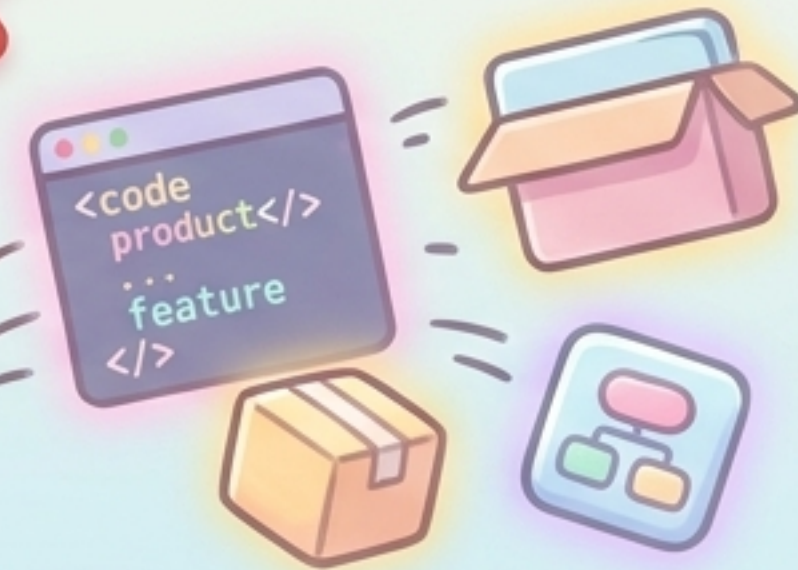
Inputs



Waa!



Outputs



Scattered projects don't build a promotion case. All your effort
must compress into a single sentence of value others can repeat.

Someone liking you $\neq$ Someone betting on you

Sponsors:
Spend political capital behind closed doors to fight for you.

Supporters:
Say nice things to your face.

Mentors:
Give you good advice.

A sponsor doesn't fight for you just because "you deserve it."
They fight for you because they have a problem and they need a higher-level you to own it.



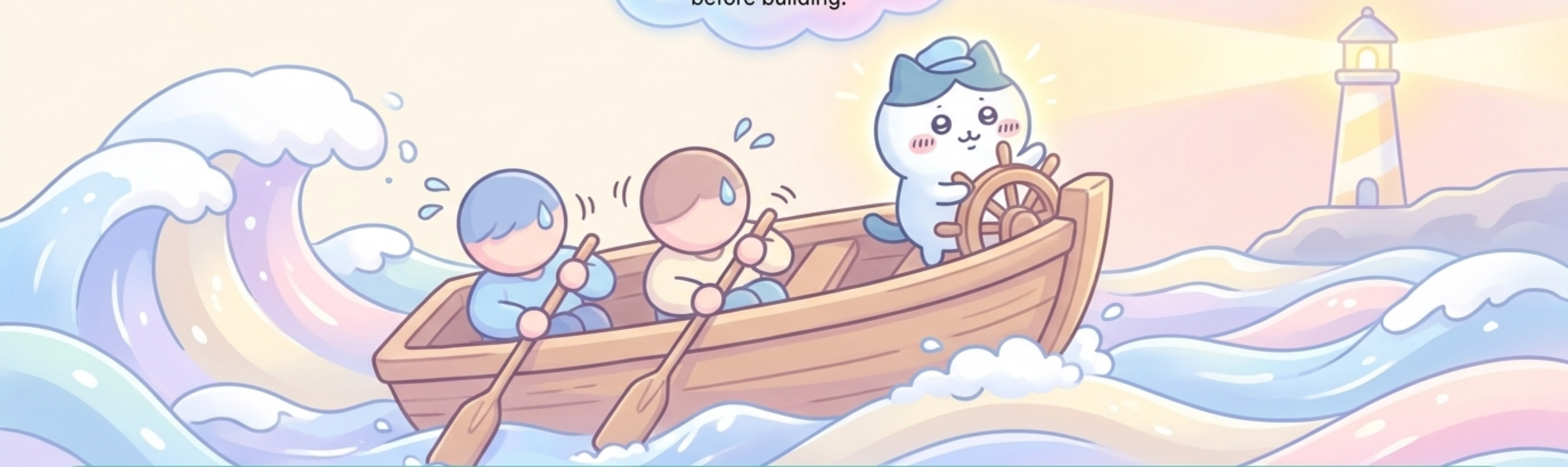
Steer the Ship, Don't Just Row Faster

In the AI era, execution is cheap.
"Being fast" is no longer scarce.
What is scarce is deciding where to go.

☑ **Push back to elevate:**
Ask "What decision does this solve?" before building.

☑ **Show your work:**
Turn every delivery into evidence of your judgment, not just execution.

☑ **Write the thesis early:**
Define your promotion story 6 months before taking on the projects.



Don't use AI to become a faster workhorse. Use AI to upgrade into a stronger decision-maker.