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COURSE BROCHURE

AI Value Capture Portfolio Course for Executives

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Manama

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AI Value Capture Portfolio is a 1-week training course for chief executives, directors and board members who must decide where AI money goes, how its returns are protected and how the board oversees it, and who leave with an Enterprise AI Value Map. Many organisations now fund scattered AI initiatives whose benefits leak to vendors, customers or competitors before reaching the income statement. Jupiter Prime Training runs this course on the AI value capture portfolio for leaders accountable for those returns.

Why AI Value Capture Portfolio Matters Now

Three pressures shape the AI value capture portfolio: shareholders and owners asking for evidence that AI spending improves margins, rivals using the same commodity models so that advantage depends on proprietary data and processes, and boards facing new expectations to supervise AI risk. Executives who manage AI as a portfolio concentrate capital on defensible bets and stop weak ones early; those who do not see costs grow while gains are competed away. The course draws on ISO/IEC 42001, the international standard for an AI management system, and the NIST AI Risk Management Framework NIST AI RMF to frame board oversight of the portfolio.

Who Gains Most from AI Value Capture Portfolio

- Chief executives and managing directors who set enterprise priorities and capital allocation
- Finance chiefs who judge investment cases and track realised returns
- Operations, commercial and digital chiefs who own the largest AI-affected processes
- Non-executive directors who oversee strategy, risk and management performance
- Strategy and transformation heads who prepare portfolio choices for the executive committee

An executive committee that attends with one or two board members gains most, because value targets and oversight duties are agreed in the same room.

AI Value Capture Portfolio Capabilities

Participants leave able to steer AI spending as a portfolio of bets whose value the organisation keeps.

- Assess where AI creates value through revenue, cost, risk or new offerings — executive committee priorities
- Weigh portfolio balance between efficiency gains and differentiating bets — capital allocation decisions
- Calculate an investment case with value drivers, ramp-up and stage gates — finance chiefs and boards
- Design value capture levers such as proprietary data, pricing and process ownership — competitive strategy
- Specify board oversight duties under ISO/IEC 42001 and NIST AI RMF — directors and audit committees
- Communicate AI value targets and evidence to owners and investors — external stakeholders

Key AI Value Capture Portfolio Terms

- Value creation — the total benefit an AI application generates for customers, the organisation and partners.
- Value capture — the share of created benefit the organisation actually retains as margin, growth or lower risk.
- Portfolio stage gate — a funding checkpoint where an AI bet must show evidence before receiving the next tranche.
- Data moat — a competitive advantage built on proprietary data that rivals cannot easily copy or buy.
- Value leakage — benefit lost to vendors, customers or competitors through pricing, licensing or imitation.
- Board AI oversight — the directors' duty to supervise AI strategy, risk appetite and management accountability.

AI Value Capture Portfolio Day by Day

Day 1: Where AI Creates Enterprise Value

- AI Value Creation Models — Revenue, Cost, Risk and New Offerings
- Industry Profit Pool Shifts — Where Margins Move as AI Spreads
- Banking and Logistics Examples — Contrasting Value Patterns Across Sectors
- Commodity Versus Proprietary AI — What Rivals Can Copy Quickly
- Value Leakage Map — Vendors, Customers and Competitors Taking Gains

Day 2: Building the AI Investment Portfolio

- Portfolio Grid — Efficiency Plays, Growth Bets and Options
- Investment Case Structure — Value Drivers, Costs and Ramp-Up Curves
- Stage Gates and Tranche Funding — Releasing Capital on Evidence
- Build, Partner or Acquire Choices — Speed, Control and Cost
- Kill Criteria — Stopping Bets That Miss Value Milestones

Day 3: Capturing and Defending Value

- Data Moat Design — Proprietary Data, Feedback Loops and Rights
- Pricing and Packaging AI-Enabled Offerings — Keeping Customer Gains Balanced
- Vendor Contracts and Licence Terms — Limiting Lock-In and Leakage
- Process Ownership and Operating Model Shifts — Embedding Gains in Routines
- Competitive Positioning Scenarios — Responses to Rival AI Moves

Day 4: Board Oversight and Value at Scale

- Board AI Oversight Duties — Strategy, Risk Appetite and Accountability
- ISO/IEC 42001 Leadership Clauses — Policy, Roles and Management Review
- NIST AI RMF Govern Function — Board and Executive Responsibilities
- Value Realisation Tracking — Benefit Registers and Executive Dashboards
- Scaling Playbook — Moving Proven Use Cases Across Business Units

Day 5: Practising the Enterprise AI Value Map

- Portfolio Simulation — Applying the Day 2 Grid to a Case Enterprise
- Capture Lever Selection — Using Day 3 Moats and Pricing Choices
- Board Paper Drafting — Applying Day 4 Oversight Duties
- Investor Narrative Rehearsal — Explaining AI Value Targets and Evidence
- Enterprise AI Value Map — Portfolio, Capture Levers, Gates and Oversight

Applying AI Value Capture Portfolio After the Course

- Place every funded AI initiative on the portfolio grid and flag those without a capture lever or stage gate.
- Table a short board paper defining AI oversight duties, reporting frequency and the value realisation dashboard.

AI Value Capture Portfolio Questions FAQ

What is an AI value capture portfolio and why does it matter now?

An AI value capture portfolio is a managed set of AI investments chosen for the value the organisation can keep. It matters now because common models make advantage easy to copy, so returns depend on deliberate portfolio and capture choices.

Which roles gain most from AI value capture portfolio training?

Chief executives, finance chiefs, functional chiefs and board members gain most. If you allocate capital or oversee management, the course gives you a shared language for AI returns and risk.

How does an AI value capture portfolio course differ from an AI strategy and leadership course?

An AI value capture portfolio course focuses on investment choices, value retention and board oversight. A strategy and leadership course shapes vision and culture; this one decides which bets get funded and how gains are protected.

What do you bring back from AI value capture portfolio training?

You bring back a portfolio grid, investment case structure, capture levers, stage gates and a board oversight outline ready for your executive committee.

AI Value Capture Portfolio: The Way Forward

The Enterprise AI Value Map first informs which AI initiatives receive the next funding tranche and which stop. Chief executives, finance chiefs and directors use it to align capital, capture levers and oversight. After the first value review, the leakage assumptions deserve a fresh look, since real contracts and competitor moves show where gains are slipping away.