

APRIL 2026

# Introduction to The AI Pyramid

A foundational on-ramp for using AI well.

From the daily advisor, to the agent, to building real products. A practical mental model before learners dive into specific tools.

THE DAN LEJERSKAR METHOD

Course skeleton for the introduction sequence



100 courses.

## Now a clear on-ramp.

The Global Virtual Campus already offers about 100 AI courses plus an index assessment. This intro is a low-friction entry point: one clean mental model before learners drill into tools or techniques.

100+

Courses already available on the Global Virtual Campus.

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Simple introductory framework until now.

### THE JOB OF THIS COURSE

Give universities, companies, and individuals a usable entry point before they specialize.



LEVELS OF PRACTICE

# The Mental Model

Three levels. One discipline.

A simple way to understand where AI helps most: start with judgment, move to repeatable workflows, then build durable products.

Not a ladder of status. A widening-to-narrowing use pattern.

LEVEL 3

**Product Developer**

Build products, systems, and assets that compound.

LEVEL 2

**The Agent**

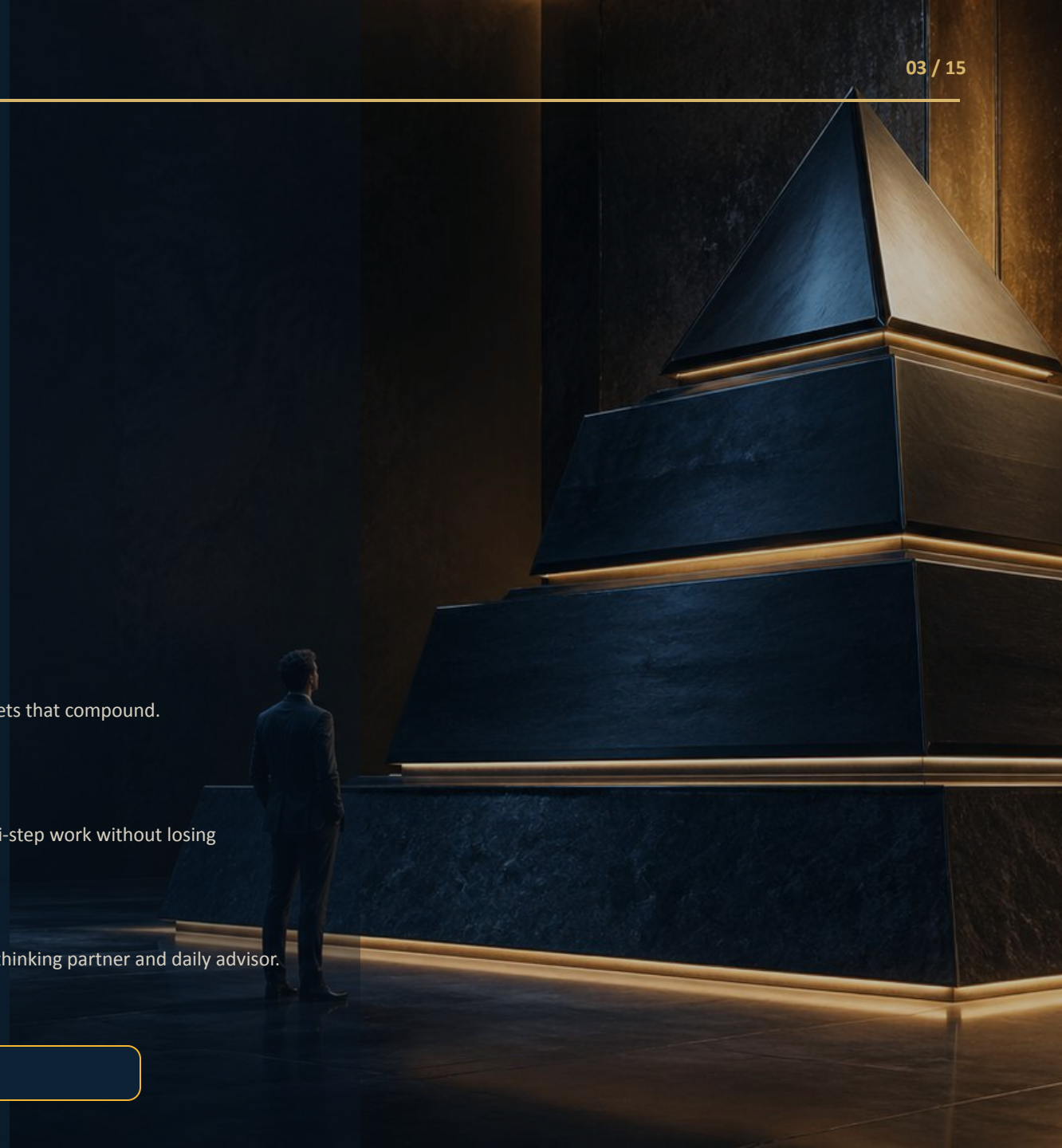
Automate repeated multi-step work without losing quality.

LEVEL 1

**The Consigliere**

Use AI first as a thinking partner and daily advisor.

Wider = where most of your time should go. Higher = different audience, different stakes, not better.



## The advisor.

## The confession.

**“For anything non-trivial, your first move is not to ask the AI for the deliverable. It is to spill your guts.”**

LEVEL 1 CORE MOVE

### WHO'S INVOLVED

The customer, counterparty, or audience, including what they want and what they are not saying out loud.

### WHAT YOU CAN DELIVER

Your constraints, where you can flex, and what is genuinely non-negotiable.

### WHY IT'S HARD

Trade-offs, politics, hidden pressures, and everything that makes the situation non-straightforward.

### YOUR INSTINCTS

Where you're uneasy, what feels off, and what your gut is already telling you.



# Ask for thinking.

# Not for output.

The conversation clarifies your own thinking first. The draft comes later and lands better because the analysis already did the real work.

## 01 SPILL THE SITUATION

Paint the full picture. The more detail you give, the sharper your own thinking and the sharper the analysis.

## 02 ASK FOR ANALYSIS

Ask: How do you read this? What am I missing? Where are the risks? Do not ask for the email yet.

## 03 THEN DRAFT

Once the conversation has done its work, the actual deliverable becomes easier and better aimed.

Two things happen:

- you clarify your own thinking
- the AI surfaces angles you missed



# When repetition is the trigger.

## YOU GRADUATE TO LEVEL 2 WHEN:

- You've done the same multi-step task more than three times.
- The middle of the work is templated and only the edges are unique.
- You're producing variants on a theme for a category of customer or use case.
- You want speed without losing quality.

## EXAMPLES

Recurring proposal format with custom industry cover image

Convert HTML pages into a specific WordPress format

Generate a deck where each slide gets a custom image

Run a multi-step research workflow for one category of question



# The agents available to you.

## Hermes

Open-source, safety-oriented agent layer.

## OpenAgents

OpenAI's agent product for chained tasks.

## OpenClaw

EON's WhatsApp-connected AI chief of staff.

## Claude CoWork

Best for thoughtful planning and orchestration.

## Claude Code

Best for executing precise instructions on real files.

Tool choice is a taste decision: pick the model whose strengths match this step.



# Building, not using.

This is where you stop using AI as a tool and start building with it: a real product, an internal system, or an asset that compounds over time.

## WHAT CHANGES

Multiple agents with defined roles coordinate around shared infrastructure.

## THE TRIGGER FOR LEVEL 3

You are building something durable. Not a one-off output, but a system that consistently produces outputs.



# VibeFlow 3.0.

## The cast.

### THE BRAIN • CLAUDE COWORK

Reads the spec. Plans architecture. Holds context. Writes exact instructions.  
Never: touch code or improvise.

### THE HANDS • CLAUDE CODE

Reads and edits real files. Executes precisely.  
Never: decide what to build.

### THE VAULT • GITHUB

Saves every version, syncs the team, and enables rollback.  
Never: execute or decide.

### THE PUBLISHER • VERCEL

Pushes the live version to the web fast and reliably.

### THE MEMORY • SUPABASE

Stores data, case studies, brand assets, and working history so the system keeps compounding.



# The same discipline at every level.

## LEVEL 1 • YOU + THE CONSIGLIERE

You are the brain talking to yourself through the AI. Then you write.

## LEVEL 2 • YOU + THE AGENT

You design the workflow. The agent executes the templated middle.

## LEVEL 3 • COWORK + CODE

CoWork is the brain. Code is the hands. Same separation, just with higher stakes.

Plan with the brain before the hands act.



# Taste.

## A new core skill.

“Taste is a new core skill.”

GREG BROCKMAN • OPENAI COFOUNDER • FEB 2026

When AI makes building cheap, the differentiator stops being 'can you produce this' and becomes 'do you know what's worth producing.'

### 01 USER-SIDE INTUITION

Know what the audience will actually feel and notice.

### 02 STRONG VISION

Have a point of view about what should exist.

### 03 JAGGED-EDGE AWARENESS

See where the weak spots and rough edges still are.

### 04 TOOL SELECTION

Match the tool to the task instead of forcing one hammer everywhere.



## Three more disciplines.

### WATCH FOR SYCOPHANCY

Models tend to agree with you. Counter it by asking for the strongest case against your position and by asking what you're missing.

### DETAIL IS THE MULTIPLIER

The specificity of your input determines the quality of the output. Vague in, vague out.

### MODEL CHOICE MATTERS, BUT ISN'T DECISIVE

The framework works on any frontier model. Pick by current strength for the task. Rankings shift. The discipline doesn't.



# The same proposal, three ways.

## THE SITUATION

New prospect. Complex need, not a clean fit. The deal matters.

## LEVEL 1 • THE CONSIGLIERE VERSION

Open Claude. Don't ask for the proposal. Spill the situation. Ask what you're missing. Three angles surface. Then draft.

## LEVEL 2 • THE AGENT VERSION

Now you're writing these every week. The agent pulls case studies, generates an industry cover image, and fills the templated sections.

## LEVEL 3 • THE PRODUCT VERSION

Your team has 50 reps. Build a proposal product. CoWork plans. Code executes. Storage and hosting make quality scale.



## Three modules.

## ~45 minutes.

Each module ends with a short exercise built from a real situation in your week.

### 01 THE CONSIGLIERE • ~15 MIN

Why most AI work lives here. Spilling your guts. Asking for thinking instead of output. Sycophancy and detail.

### 02 THE AGENT • ~15 MIN

When repetition is the trigger. Templated workflows. The practical tool landscape.

### 03 THE PRODUCT DEVELOPER • ~15 MIN

Building, not using. The VibeFlow 3.0 brain / hands / vault split. Pointer to the advanced workshop.



# Most people use AI badly because they skip the conversation.

They jump straight to the deliverable. Start at the base of the pyramid. Build the habit there. The rest follows.

## START HERE

Use AI first as the thinking partner.  
Then decide what to automate.  
Then decide what to build.

