

# The Which-Brain Cheat Sheet.

AI model names, translated into HR — so you stop paying partner rates for intern work. Every AI company sells the same four people under different names. Learn the ladder once and you can read any menu in the industry.

*from the machines, episode 1. screenshot away.*

## The secret that makes the whole menu make sense

Model names aren't products. They're **seniority levels**, and you're the hiring manager. Two things decode every lineup:

### The NUMBER is the class year.

4 → 4.5 → 5. Newer graduating class, better at everything.  
When in doubt, newer number wins.

### The NAME is the title.

Within a class, the names are seniority — how deeply it thinks, how much it costs, how long it takes.

## The ladder — Claude's names; every company has the same one

### Haiku THE INTERN

Shockingly fast, cheap, and sharp on routine work. Sorting, tagging, summarizing, quick answers, high-volume chores. You'd be insane to pay partner rates for this — it's what the intern is *for*.

### Sonnet THE MANAGER

The workhorse. Handles most real day-to-day work at the best value: drafting, research, everyday writing, most conversations. **When in doubt, start here.**

### Opus THE DIRECTOR

Everyday-complex. Harder judgment calls, long documents, nuance — work where "pretty good" isn't good enough.

### Fable THE PARTNER

Top of the ladder. Deep reasoning and long-horizon work — not answering a question but running a whole working session, holding strategy for hours, directing other tools. Partner rates, and your usage limits will confirm this personally.

## The decision tree — the whole thing

- 1 **Routine chore, high volume?** → Intern.
- 2 **Normal work?** → Manager. *This is eighty percent of life. Start here.*
- 3 **Manager's answer disappoints on judgment or depth?** → Move up one rung and re-ask.
- 4 **A big, messy, hours-long strategic thing?** → Partner — and give it the whole job, not one question.

# The three traps

- Paying partner rates for intern work.**

Running the priciest model to summarize a grocery list. This is where "why is my bill like this" lives — the meter runs on drink tickets, and seniors drink top-shelf.
- Judging AI forever on the intern's answer.**

"I tried AI once, it was mid." You interviewed the intern and refused to meet the partner. Different rung, different result.
- Believing the names mean different *products*.**

Same brain family, different sizes. You don't need to learn each one — you need to learn the ladder once.

# The other companies — yes, the same ladder

OpenAI and Google run the exact same org chart with different naming schemes: mini / standard / pro-style tiers on their own class years. Learn the ladder here and every AI menu in the industry becomes readable.

*Full translation of their lineups: the machines, episode 2 — saved in the machines highlight.*

# Try it on your actual week — real tasks, assigned

| WHAT YOU'RE ACTUALLY DOING                           | WHO YOU'D HAND IT TO | WHY                                          |
|------------------------------------------------------|----------------------|----------------------------------------------|
| Tagging two hundred emails by topic                  | Intern               | Volume, no judgment.                         |
| Drafting a client update                             | Manager              | Real work, everyday stakes.                  |
| Summarizing a call you already had                   | Intern               | The thinking already happened.               |
| Rewriting your pricing page                          | Director             | Nuance, and "pretty good" isn't.             |
| Reading a forty-page contract for what will bite you | Director             | Long, and the miss is expensive.             |
| "Help me figure out what this business should be"    | Partner              | Hours, not an answer. Give it the whole job. |

**The honest fine print.** Names, tiers and prices change — this sheet's specifics will age, the ladder logic won't. And the truly honest rule when the specs get confusing: **try the middle one first, and move up when it disappoints you.** That isn't a compromise, it's what the pros do — the industry's own best practice is having the cheap model do the work while the expensive model sets the strategy.

— from @ai4thegals: you've been managing like this for years. You just didn't know the intern was silicon.