



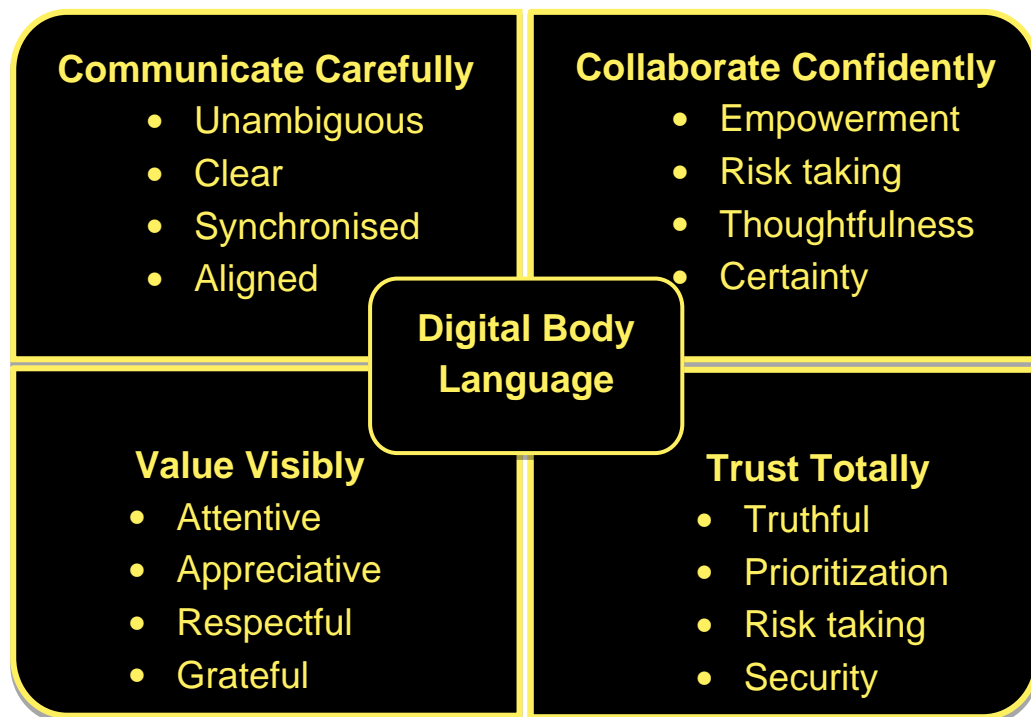
Evaluation Warning: The document was created with Spire.Doc for .NET.

# Brodie 's Digital Body Language Report

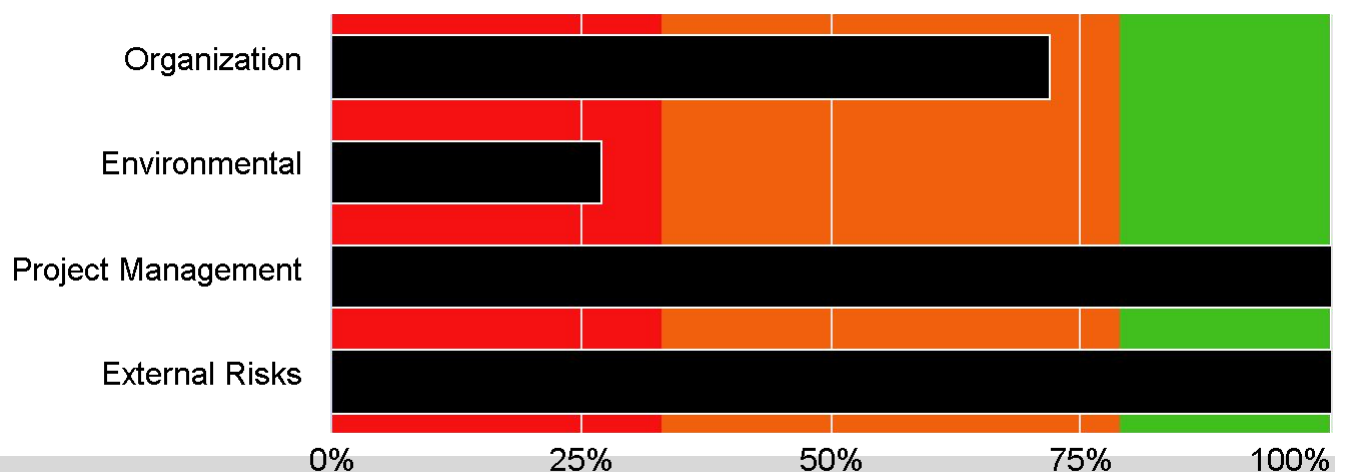
ED. ERICA  
DHAWAN

# Your Digital Body Language

While traditional body language uses explicit cues to provide information, Digital Body Language is more implicit. Research has identified four key areas of Digital Body Language that facilitate the building of trust and connection, no matter the distance. The Digital Body Language Assessment is to measure your ability in these areas to provide you with personalised feedback and recommendations on how you can maximise your Digital Body Language skills and effectiveness.



## Your Results at a Glance



## Your top Strengths and Weaknesses

### Communicate Carefully

This is RatingText2 for Subsection 1-  
Evaluation of PM Risks for Rating Green

This is Report Text 2 for the Strongly  
Agree Answer for the Question The  
project is well planned and will be  
carried out in a manner consistent with  
the Standard project management  
guidelines

This is Report Text 2 for the Strongly  
Agree Answer for the Question The  
project management team is properly  
incentivized to remain with the project  
for its duration

### Collaborate Confidently

This is RatingText2 for Subsection 1-  
Environmental for Rating Red

This is Report Text 2 for the Very High  
Answer for the Question Wetlands

This is Report Text 2 for the Very High  
Answer for the Question Floodplains

This is Report Text 2 for the Very High  
Answer for the Question Aquifer

Recharge Area

This is Report Text 2 for the Very High  
Answer for the Question Critical Habitat

This is Report Text 2 for the Very High  
Answer for the Question Wilderness

### Value Visibly

This is RatingText2 for Subsection 1-  
Evaluation of External Risks for Rating  
Green

This is Report Text 2 for the Strongly  
Agree Answer for the Question Any  
Consultant firms required are fully  
committed to the project

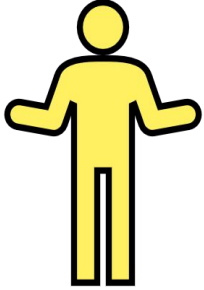
This is Report Text 2 for the Strongly  
Agree Answer for the Question  
Consultant firms are appropriately  
incentivized for on budget, on time  
completion of the entire project.

This is Report Text 2 for the Strongly

### Trust Totally

# Digital Body Language

## What is Digital Body Language?

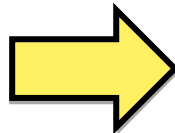


- Traditional body language is made up of several implicit signals and cues that portray emotion and reinforce the meaning of what we are saying (e.g., eye contact, gestures, pauses, posture etc.)
- The absence of body language cues online can make it difficult to read the emotions of our colleagues, resulting in communications feeling more ambiguous, less genuine, or unengaging

- Since digital communication relies on how we say something rather than what we say, Digital Body Language provides an understanding of the cues used in digital communications and the messages they portray
- Digital Body Language provides an opportunity to strengthen communications by creating expectations for communicating, no matter the distance

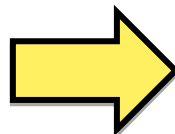
## How do Traditional and Digital Body Language Compare?

A head tilt to signal active listening



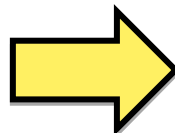
Reacting to a message

A pause before responding to carefully consider what was said



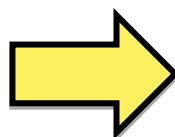
Taking extra time to craft an appropriate response

Smiling or laughing to portray emotion and enthusiasm



Using exclamation points in messages and emails

Nodding to show agreement



Sending a thumbs-up during a meeting

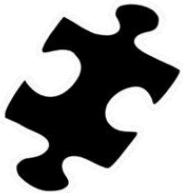
## The Four Laws of Digital Body Language



*Value Visibly* means being more sensitive to other people's time and needs, reading digital communications with care and attention, and respecting other people — without being in a rush about it, either.



*Communicate Carefully* means sending messages that say what we mean and what we need, from whom, and by what time frame, thereby eliminating ambiguity across teams.



*Collaborate Confidently* means taking conscious risks while trusting that others will defend your actions and decisions. It frees everyone up to overcome daily fears and uncertainties

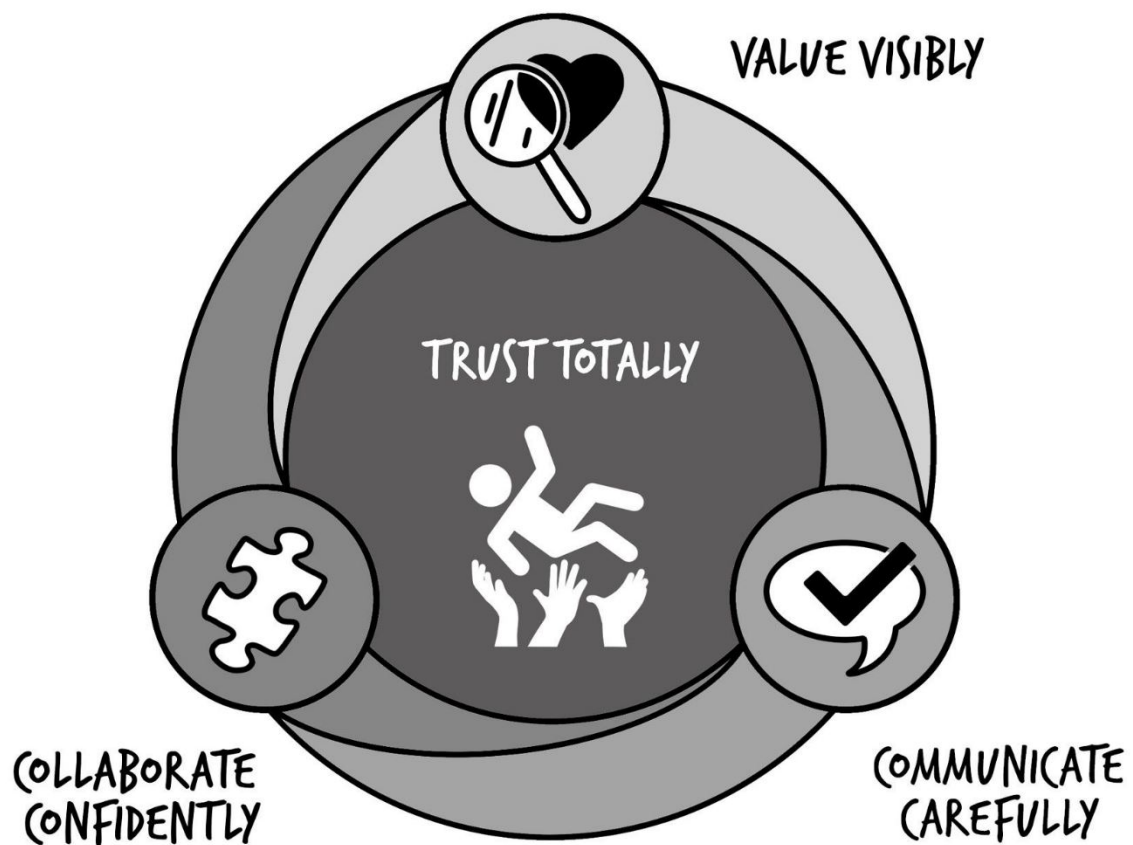


*Trust Totally* implies the highest levels of organizational faith, where people tell the truth, keep their word, and deliver on commitments.

## The Digital Body Language Assessment Guide

- This guide will help you understand the different Digital Body Language Laws
- Using your responses to the Digital Body Language Assessment Guide, this guide will give a personalised insight into your own Digital Body Language style
- You will receive personalised feedback and practical recommendations on how you can master each area of Digital Body Language
- You will learn how to improve your communications, your team performance and culture, and collaboration

# Your Personalised Digital Body Language Report





# Value Visibly

When we **Value Visibly**, we are attentive and aware of others and their needs. We show other people that we appreciate them and their efforts and that we respect their time. Messages are read carefully and responses are free from mistakes, meeting invites are not revoked or changed at the last minute, and we do not use the mute button as a means to multi-task during meetings. Digital channels are used in a respectful and considerate way.

You received a green rating for the external risks.  
This represents a low risk to the project.

You rated yourself as to Value Visibly and scored 100%



This is RatingText3 for Subsection 1-Evaluation of External Risks for Rating Green

This is Report Text 3 for the Strongly Agree Answer for the Question Any Consultant firms required are fully committed to the project

This is Report Text 3 for the Strongly Agree Answer for the Question Consultant firms are appropriately incentivized for on budget, on time completion of the entire project.

This is Report Text 3 for the Strongly Agree Answer for the Question Consultant firms are highly experienced in the areas that they are contributing to the project

This is RatingText4 for Subsection 1-Evaluation of External Risks for Rating Green

This is Report Text 4 for the Strongly Agree Answer for the Question Any Consultant firms required are fully committed to the project

This is Report Text 4 for the Strongly Agree Answer for the Question Consultant firms are appropriately incentivized for on budget, on time completion of the entire project.

This is Report Text 4 for the Strongly Agree Answer for the Question Consultant firms are highly experienced in the areas that they are contributing to the project

This is RatingText5 for Subsection 1-Evaluation of External Risks for Rating Green

This is Report Text 5 for the Strongly Agree Answer for the Question Any Consultant firms required are fully committed to the project

This is Report Text 5 for the Strongly Agree Answer for the Question Consultant firms are appropriately incentivized for on budget, on time completion of the entire project.

This is Report Text 5 for the Strongly Agree Answer for the Question Consultant firms are highly experienced in the areas that they are contributing to the project

### **What You can Expect from Value Visibly – The Business Benefit**



Colleagues feel seen and appreciated, increasing their engagement



Meetings are more focused and productive



Success is clearly defined, making it more achievable





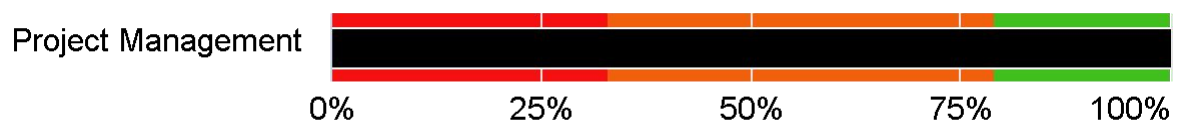
# Communicate Carefully

When we **Communicate Carefully**, we clearly articulate across digital channels. Messages are clear and sent to the appropriate people and provide alignment on the project. We communicate what we need and when we need it by, everyone's role is made clear to them, and the appropriate people are informed of the project and its status. Communications are carefully considered and contain all the necessary information.

You received a green rating for the project management.

This represents a low risk to the project.

You rated yourself as to Communicate Carefully and scored 100%



This is RatingText3 for Subsection 1-Evaluation of PM Risks for Rating Green

This is Report Text 3 for the Strongly Agree Answer for the Question The project is well planned and will be carried out in a manner consistent with the Standard project management guidelines

This is Report Text 3 for the Strongly Agree Answer for the Question The project management team is properly incentivized to remain with the project for its duration

This is RatingText4 for Subsection 1-Evaluation of PM Risks for Rating Green

This is Report Text 4 for the Strongly Agree Answer for the Question The project is well planned and will be carried out in a manner consistent with the Standard project management guidelines

This is Report Text 4 for the Strongly Agree Answer for the Question The project management team is properly incentivized to remain with the project for its duration

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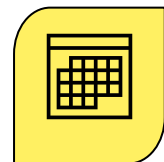
## **What You can Expect from Communicate Carefully – The Business Benefits**



Everyone knows their role and what is expected of them



Communications are more effective, and a response is received when expected



Deadlines are clearly communicated, streamlining the project



# Collaborate Confidently

When we **Collaborate Confidently**, we foster open, thoughtful communication. We know we will receive adequate support, we assume our colleagues have good intentions, and are not met with unrealistic expectations. Team members are empowered and free to take calculated risks, ambiguity is not met with fear, and we do not feel pressured to reply to messages immediately. Collaborations are thoughtful and considerate.

You received a red rating for the technology risks.

This represents a serious risk to the project. We recommend that you do not proceed until these issues can be resolved.

Very High Impact Wetlands environmental issues represent a significant risk even though mitigation may be already in place. Unknown additional significant issues commonly surface during the project in these environments

Very High Impact Floodplains environmental issues represent a significant risk even though mitigation may be already in place. Unknown additional significant issues commonly surface during the project in these environments

Very High Impact Aquifer Recharge Area environmental issues represent a significant risk even though mitigation may be already in place. Unknown additional significant issues commonly surface during the project in these environments

Very High Impact Critical Habitat environmental issues represent a significant risk even though mitigation may be already in place. Unknown additional significant issues commonly surface during the project in these environments

Very High Impact Wilderness environmental issues represent a significant risk even though mitigation may be already in place. Unknown additional significant issues commonly surface during the project in these environments

Very High Impact Wild or Scenic River environmental issues represent a significant risk even though mitigation may be already in place. Unknown additional significant issues commonly surface during the project in these environments

Very High Impact Natural Landmark environmental issues represent a significant risk even though mitigation may be already in place. Unknown additional significant issues commonly surface during the project in these environments

Very High Impact Historical or Archeological environmental issues represent a significant risk even though mitigation may be already in place. Unknown

additional significant issues commonly surface during the project in these environments

You rated yourself as to Collaborate Confidently and scored 27%



This is RatingText3 for Subsection 1-Environmental for Rating Red

This is Report Text 3 for the Very High Answer for the Question Wetlands

This is Report Text 3 for the Very High Answer for the Question Floodplains

This is Report Text 3 for the Very High Answer for the Question Aquifer Recharge Area

This is Report Text 3 for the Very High Answer for the Question Critical Habitat

This is Report Text 3 for the Very High Answer for the Question Wilderness

This is Report Text 3 for the Low Answer for the Question Coastal Zone

This is Report Text 3 for the Very High Answer for the Question Wild or Scenic River

This is Report Text 3 for the Very High Answer for the Question Natural Landmark

This is Report Text 3 for the Very High Answer for the Question Historical or Archeological

This is RatingText4 for Subsection 1-Environmental for Rating Red

This is Report Text 4 for the Very High Answer for the Question Wetlands

This is Report Text 4 for the Very High Answer for the Question Floodplains

This is Report Text 4 for the Very High Answer for the Question Aquifer Recharge Area

This is Report Text 4 for the Very High Answer for the Question Critical Habitat

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This is Report Text 4 for the Very High Answer for the Question Wild or Scenic River

This is Report Text 4 for the Very High Answer for the Question Natural Landmark

This is Report Text 4 for the Very High Answer for the Question Historical or Archeological

This is RatingText5 for Subsection 1-Environmental for Rating Red

This is Report Text 5 for the Very High Answer for the Question Wetlands

This is Report Text 5 for the Very High Answer for the Question Floodplains

This is Report Text 5 for the Very High Answer for the Question Aquifer Recharge Area

This is Report Text 5 for the Very High Answer for the Question Critical Habitat

This is Report Text 5 for the Very High Answer for the Question Wilderness

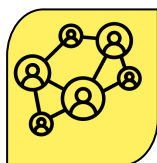
This is Report Text 5 for the Low Answer for the Question Coastal Zone

This is Report Text 5 for the Very High Answer for the Question Wild or Scenic River

This is Report Text 5 for the Very High Answer for the Question Natural Landmark

This is Report Text 5 for the Very High Answer for the Question Historical or Archeological

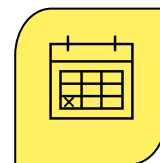
## **What You can Expect from Communicate Carefully – The Business Benefits**



Relevant departments and stakeholders are aware of projects and their status, preventing work being duplicated



Meetings are more interactive and beneficial for all



Deadlines are achievable and agreed by relevant parties



# Trust Totally

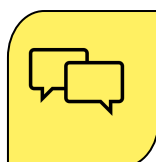
When we master the other three laws, we **Trust Totally**. We are truthful, considered and experience psychological safety. Interactions are genuine and inclusive and issues are dealt with appropriately. Teammates are consulted and interactions are anxiety-free.

You rated yourself as to Trust Totally and scored 0%

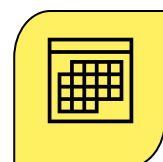
## What You can Expect from Trust Totally – The Business Benefits



Everyone knows their  
role and what is



Communications are  
more effective, and a



Deadlines are clearly  
communicated,

# Work with Erica Today

## Our Products and Services



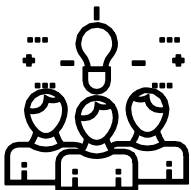
### Keynote Presentations

- Master the fundamental laws of Digital Body Language
- Learn tactical strategies and tools to lead, no matter the distance
- Gain insights to build virtual trust and collaboration



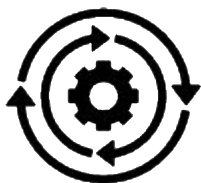
### Custom Workshops

- Assess your Digital Body Language style and opportunities
- Identify key collaboration pain points and improvements
- Improve leader and team alignment, motivation, and performance



### Train The Trainer Programs

- Implement new collaboration practices across teams and the entire organization
- Transform your organization to a digital ready culture



### Online Courses

- Get noticed, improve collaboration across silos, and drive industry-changing innovation
- Build trust & connection no matter the distance



### Digital Body Language Assessments

- Learn individual, team, and organizational gaps on collaboration and communication
- Gain data-driven insights on employee engagement, satisfaction, and innovation

**ED. ERICA**  
**D H A W A N**  
INNOVATE FASTER AND FURTHER TOGETHER

