

COMMUNICATION SIGNATURE™ · ILLUSTRATIVE EXAMPLE

The Considered Strategist

Alex M. — VP Product, scale-up

An illustrative profile of how a senior professional communicates under real conditions — synthesised from the evidence streams this individual completed. The Signature is the primary output of the Silk Clarity Behavioural Communication Intelligence platform.

PREPARED FOR

Alex M.

ASSESSED

29 June 2026

FRAMEWORK

Silk Clarity v1.0

REPORT ID

SC-ILL-0001

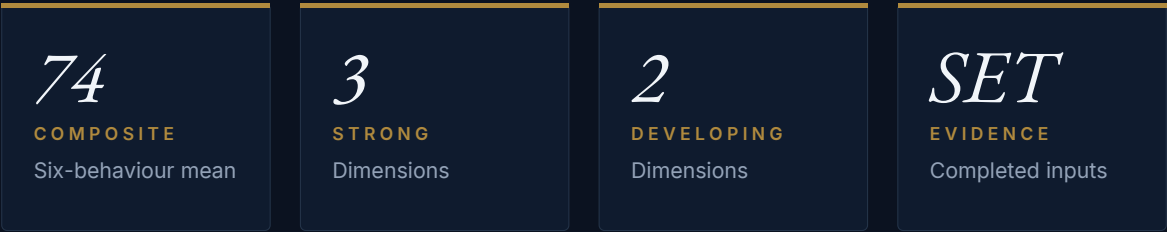
CLASS.

Confidential

EXECUTIVE SUMMARY

How Alex communicates

Alex communicates as a considered strategist: deliberate in pace, structurally clear, and unusually disciplined in evidence-handling. Under low-stakes conditions, clarity and credibility present at executive level. Under contested or time-pressured conditions, the same discipline becomes hesitation — composure holds, but influence and adaptability narrow.



SIGNATURE SHAPE

Clarity	Strong	Structures arguments before speaking; rarely loses the listener.
Credibility	Strong	Cites sources unprompted; distinguishes claim from evidence.
Integrity	Strong	Acknowledges limits of own data; flags conflicts early.
Composure	Steady	Holds tone under challenge; tempo slows but does not break.
Influence	Developing	Persuades through reasoning, not framing; under-claims position.
Adaptability	Developing	Reverts to prepared structure when terrain shifts mid-conversation.

Confidence reflects convergence across completed evidence, not a competence score.

THE SIX DIMENSIONS

How Alex communicates, dimension by dimension

Each behaviour: plain-language description, one specific observation, and one thing to watch for.

Clarity

STRONG · CONF. HIGH

Structures thinking before speaking; uses signposted openings and lands on a single, retrievable point.

Evidence — Reviewer A: "I always know what Alex is asking me to decide."

Watch-out: occasional over-structuring in informal settings can feel rehearsed.

Credibility

STRONG · CONF. HIGH

Separates claim from evidence; volunteers the source of a number; offers calibrated uncertainty rather than false confidence.

Evidence — Live task — declined to forecast Q4 conversion without naming the two assumptions it rested on.

Watch-out: under-claims when speaking to seniors who reward conviction.

Integrity

STRONG · CONF. HIGH

Names trade-offs that disadvantage own position; flags conflicts of interest unprompted; uses verifiable phrasing.

Evidence — Baseline writing sample contained three explicit limitations of the proposal.

Watch-out: integrity can read as caution when audience expects advocacy.

Composure

STEADY · CONF. MEDIUM

Tempo slows under pressure but voice, posture and lexical control hold. No defensive escalation observed across three contested exchanges.

Evidence — Trace data — response latency increased 38% under challenge, with no loss of structural clarity.

Watch-out: composure presents as withdrawal when the room expects pushback.

Influence

DEVELOPING · CONF. MEDIUM

Persuades through reasoning rather than framing; rarely names the desired action; defers to the room before stating own position.

Evidence — Self-report matches observation, but reviewers rate impact 1.2 points lower than self.

Watch-out: influential among analytical audiences and under-equipped for executive theatre.

Adaptability

DEVELOPING · CONF. MEDIUM

Returns to prepared structure when terrain shifts; strong at preparation, weaker at improvisation under unfamiliar framing.

Evidence — Live task — when reframed mid-answer, paused for 6s and resumed the original outline rather than the new one.

Watch-out: pattern is consistent across two task types — likely a stable feature, not a state.

METHOD

Evidence convergence

Each dimension is triangulated across the evidence streams this individual completed. Convergence raises confidence; meaningful divergence is preserved and interpreted, not averaged away.

DIMENSION	BASELINE	LIVE	SELF-REP.	REVIEWER	TRACES	CONVERGENCE
Clarity	C	C	C	C	C	Full
Credibility	C	C	P	C	C	High
Integrity	C	C	C	C	P	High
Composure	P	C	P	C	C	Moderate
Influence	P	C	D	P	C	Divergent (signal)
Adaptability	D	C	P	C	C	Moderate

C — converging signal · P — partial signal · D — meaningful divergence (treated as evidence)

CONFIDENCE LEVELS

LEVEL	THRESHOLD	DIMENSIONS
High	Convergent; no material contradiction	Clarity, Credibility, Integrity
Medium	Directionally consistent or source-weighted	Composure, Influence, Adaptability
Low	Single-source or unresolved contradiction	—

NEXT NINETY DAYS

Development priorities

Two priorities, scoped to where convergence is highest and lift is most plausible. A third area is held for review after thirty days rather than worked in parallel.

PRIORITY 01

Influence — name the ask

Close the gap between reasoning and recommendation. Practise stating the desired decision in the first sentence and the reasoning second; rehearse in three live forums per fortnight.

Marker — Reviewers can recall the recommendation, not only the analysis.

PRIORITY 02

Adaptability — improvise from principles

Build a small set of decision principles ("what we optimise for") that can be applied when the question reframes mid-conversation. Replace the reflex to return to the prepared outline.

Marker — When challenged with a new frame, response stays inside the new frame.

HOLD FOR REVIEW

Composure under expected pushback

Steady today; revisit only if Priority 1 work surfaces a defensive pattern. Avoid working three dimensions in parallel — gains compound when focus is narrow.

Marker — Review at Day 30 against trace data and reviewer input.

This report is a Signature, not a score. It describes how Alex communicates under specified conditions, with the evidence visible to a reader who wants to test the claim.