

COMMUNICATION SIGNATURE™ · CONFIDENTIAL

The Considered Strategist

An illustrative profile of how a senior professional communicates under real conditions — synthesised from five independent evidence streams.

CANDIDATE	Alex M. (illustrative)	ASSESSED	29 June 2026
ROLE CONTEXT	VP Product, scale-up	FRAMEWORK	Silk Clarity v3.1
EVIDENCE STREAMS	Behavioural baseline · Live tasks · Self-report · Reviewer input · Behavioural traces	REPORT ID	SC-ILL-0001

Executive Summary

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.

The signature is internally coherent across five independent evidence streams, with meaningful discrepancies (notably in self-perceived influence) treated as signal rather than noise. Development priorities below are scoped to the two dimensions where convergence is highest and lift is most plausible within ninety days.

Signature shape

Dimension	Standing	Confidence	Observation
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 evidence convergence across streams, not a competence score.

THE SIX DIMENSIONS

How Alex Communicates, Dimension by Dimension

Clarity

Strong · Confidence: High

Structures thinking before speaking; uses signposted openings ("Three things, then a recommendation") 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 · Confidence: High

Separates claim from evidence; volunteers the source of a number; offers calibrated uncertainty ("we have weak signal on this") 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 · Confidence: 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 · Confidence: 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 · Confidence: Medium

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

Evidence — Self-report ("I move people through logic, not appeal") matches observation, but reviewers rate impact 1.2 points lower than self.

Discrepancy is treated as evidence: Alex is influential among analytical audiences and under-equipped for executive theatre.

Adaptability

Developing · Confidence: 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 against five independent streams. Convergence raises confidence; meaningful divergence is preserved and interpreted, not averaged away.

Dimension	Baseline	Live tasks	Self-report	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

Confidence is a property of the evidence, not of the candidate. A High rating means the same finding emerges from at least four streams without material contradiction. Medium means three streams converge or one stream carries unusual weight. Low (not present here) would indicate a finding that rests on a single stream or unresolved contradiction.

Level	Threshold	Dimensions at this level
High	4 streams converge; no material contradiction	Clarity · Credibility · Integrity
Medium	3 streams converge, or one stream carries decisive weight	Composure · Influence · Adaptability
Low	Single-stream 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 1**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. Observable shift: reviewers can recall the recommendation, not only the analysis.

Priority 2**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. Observable shift: 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.