



How Often

.... do you work remotely?

PwC

How Often

.... do you work on a virtual team?

PwC

4

Contents

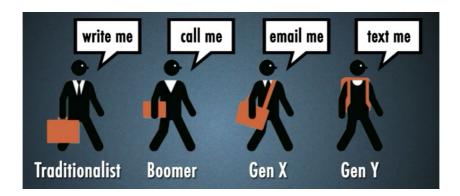
- 1 What has changed?
- 2 The research

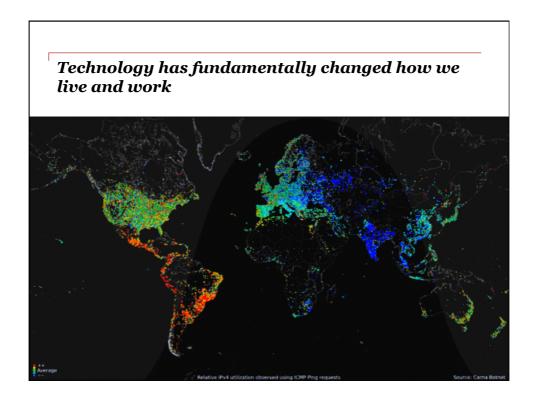
PwC

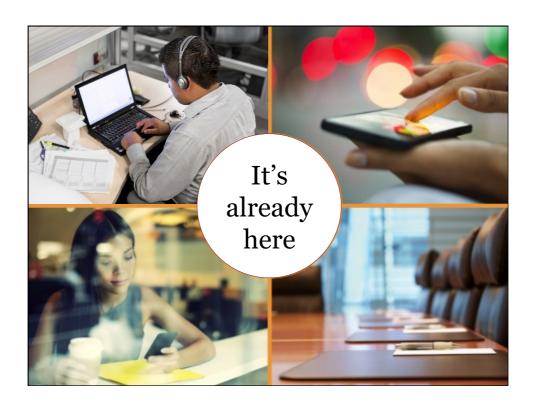
3 How can you build trust online?



For the first time in history, we have 4 generations working side-by-side







The opportunity

By understanding the nature of trust in digital relationships, we can create;

- meaningful relationships
- in complex environments
- at a much **greater scale**

At PwC, our old intranet just didn't cut it ...

Pwc.com.au

Twitter, facebook, youtube

Intranet: KCurve

Phone Directory

Client Stream

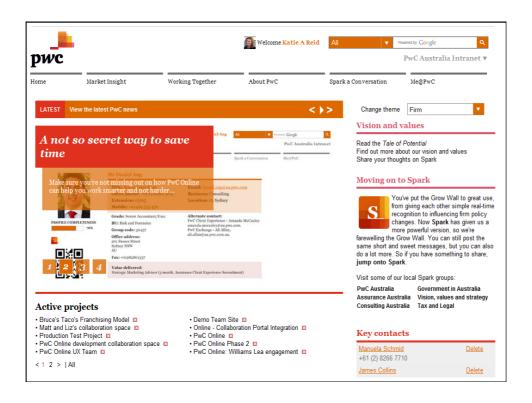
Microsites

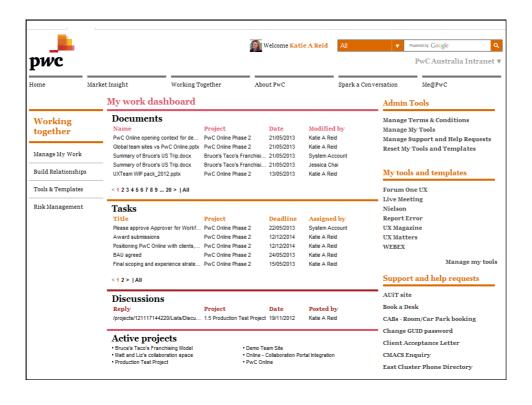
Noticeboard

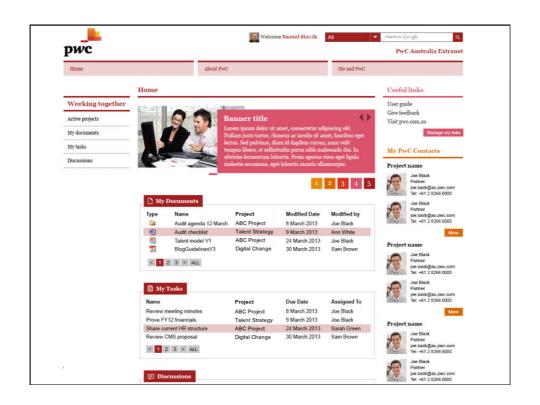
PwC

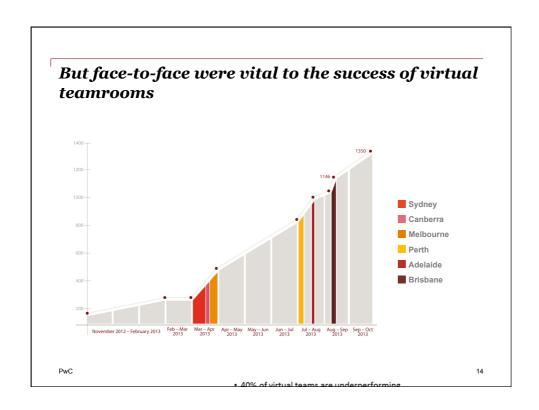
Porc

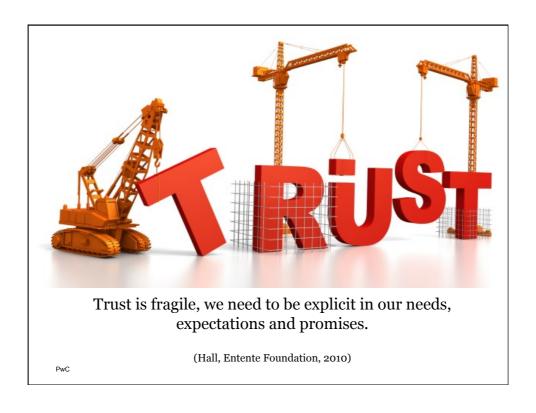
5













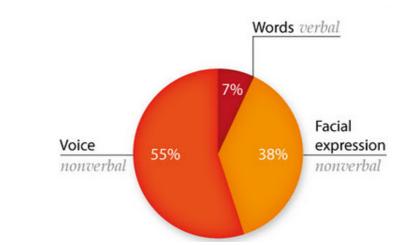
- Need for trust in Global t
 - It's easy to blame someon
 - · Mis-understandings are to
 - · Communication has to be
- Hard to maintain in the v
 - Hard for people to "see" the - PM sitting in CA, but leading
 - Interactions often are pure
 After call banter, hallway talk
 - · Lack of rich communication
 - Verbal vs. verbal + physical
 - Tone, volume pitch and rhyt
 - Lots of room for noise
 - Lack of understanding = trus

Don't worry, this is gonna work out just fine

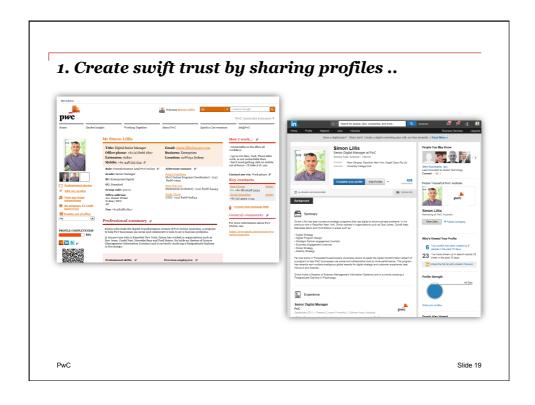


3

It's hard to trust when, without face-to-face, we lose much of the message



Source: Mehrabian, Albert; Wiener, Morton (1967). "Decoding of Inconsistent Communications". Journal of Personality and Social Psychology



2. Make it as "real" as possible

- a) Face-to-face communicationat first.....if possible
- b) Reserve f2f for 2-way communication
- c) Meet often & Run good meetings
- d) Be equal



Quick Quiz:

Which form of communication do you prefer ..?

.... with your boss?

.... with your project team?

.... with your friends?

.... with your parents?

.... with your grandparents?



4. Encourage and respect rituals, symbols, avatars, celebrations



5. Learn to manage digital distractions



Pw0

24

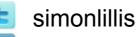
1.How do digital relationships **enhance** how **you** live and work?

2. What can you do to ensure **your** relationships are **meaningful**?

WC 25

For further information...

Simon Lillis
PwC Online Digital Strategy







© 2012 PricewaterhouseCoopers. All rights reserved.
PAIC refers to the Australian member firm, and may sometimes refer to the PAIC network. Each member firm is a separate legal entity. Please see www.puc.com/structure for further details in the part of the p