

ERICA DHAWAN

Teaching Audiences How To Innovate Faster and Further, Together



Speaker

- Erica Dhawan, ericadhawan.com

Titles:

Leading Authority on Collaboration and Innovation. WSJ Bestselling Author. Named “Oprah of Management Thinkers” and Ranked #1 of Top Women Keynote Speakers of 2020

Speaker Summary

When leaders want to break team silos, drive exponential growth and innovate through teamwork, they call Erica Dhawan. Erica Dhawan is an internationally recognized leading authority, speaker and advisor on 21st century teamwork, collaboration and innovation. Named by Thinkers50 as the “Oprah of Management Thinkers”, she is the author of two books *Get Big Things Done: The Power of Connectional Intelligence* and *Digital Body Language: How to Build Trust and Connection, No Matter the Distance*. The world of business is increasingly digital and work practices have changed at a blistering rate. Erica shares innovative strategies to unlock the collective power of teams, build a culture of trust across any distance and create authentic engagement to ensure competitiveness. Rated #1 on the Top Women Keynote Speakers of 2020 and featured as one of the management thinkers most likely to shape the future of business, Erica frequently appears in Harvard Business Review, Fast Company, and WSJ. She holds degrees from Harvard, Wharton and MIT.

Erica uses the power of storytelling and humor paired with research findings to provide audiences with interactive, refreshing, practical strategies for modern innovation-driving teamwork.

Speech Topics

Get Big Things Done: The Power of Connectional Intelligence

We live in a world of endless meetings, emails, and constant cross-team dysfunction, duplication and delays. Our collaboration skills aren't always working to unlock better value in our business. As radical a concept as Emotional Intelligence was in the 90s, Connectional Intelligence is turning people into superconnectors who accelerate innovation, break down silos and foster breakthrough bottom line impact by harnessing the power of networks.

Learning Outcomes:

- Learn successful tactics to address communication overload and foster authentic, innovation-driving relationships
- Discover tools to break down silos and keep teams aligned, accountable, and motivated both in-person and online
- Gain specific actions to foster loyalty, respect, collaboration, and innovation across stakeholder networks, regardless of physical distance

Digital Body Language: Collaborate Faster and Further, Together

Email replies that show up a week later. Video chats full of “oops... sorry no you go” and “can you hear me?!” Ambiguous text-messages. Is it any wonder communication takes us so much time and effort to figure out? How did we lose our innate capacity to understand each other?

Humans rely on body language to connect and build trust, but with most of our communication happening from behind a screen, traditional body language signals are no longer visible - or are they? In her keynote, Erica combines cutting edge research with engaging storytelling to decode the new signals and cues that have replaced traditional body language. In person, we lean in, uncross our arms, smile, nod and make eye contact to show we listen and care. Online, reading carefully is the new listening. Writing clearly is the new empathy. And a phone or video call is worth a thousand emails.

In this keynote, Erica will supercharge your teams with collectively understood rules that foster connection, build trust and drive innovation.

Learning Outcomes:

- Understand your collaboration style and the digital body language signals you may be broadcasting (even if you don't intend to!)
- Create cultures of maniacal clarity across email, phone, IM, text, video and even live meetings
- Develop a collaboration strategy that fosters valuable relationships, both in-person and online
- End cultures of useless meetings, missed deadlines, and digital misunderstandings

Concrete Empathy: A Playbook for Leading Modern Teams to Innovation

We live in a culture defined by a distinct empathy deficit: The boss who expresses displeasure without giving valuable feedback. The mansplaining colleague who has no interest in the opinions of others. The team member who spends most of the meeting texting and answering emails.

Why is empathy today at such a low point? Fewer face-to-face interactions, an ever-accelerating pace of change, and an increasing number of matrixed teams working remotely.

In this keynote, attendees will learn practical ways to activate Concrete Empathy to create cultures of psychological safety, employee engagement, wellbeing and innovation.

Learning Outcomes:

- Discover simple ways to signal understanding and empathy across difference and distance
- Learn rules of thumb to avoid misunderstanding, ambiguity, and conflict
- Gain tools to foster innovation and create lasting relationships both within your organization and with clients, customers and other key stakeholders

FEES:

Gross live events in US are 35K USD, plus 2K travel stipend. Virtual gross fees are 25K USD. International fees start at 50K USD, plus business class travel expenses.

VIDEOS

Bureau Reel: <https://www.youtube.com/watch?v=CTm-yjnNkrE&feature=youtu.be>

TESTIMONIALS

"Erica's presentation was an absolute hit."

—**Erik Spoelstra, Head Coach of Miami Heat**

"Non-verbal cues are vital to understanding each other. Now that so much communication happens online--and with the massive shift to distance learning and remote workplaces--we need Erica Dhawan's book more than ever. In Digital Body Language, Erica shares tips and strategies for communicating effectively on chats, emails, and video calls, so everyone can successfully share and connect in the digital age."

—**Sheryl Sandberg, COO of Facebook**

"Erica offers a profound look at how to foster inclusion and better leadership in our digital world."

—**Billie Jean King, Founder, Billie Jean King Leadership Initiative**

"Terrific. Our leaders were very engaged and had immediate practical takeaways. Erica made a big impact."

—**Mike Fucci, Chairman Emeritus, Deloitte**

"Erica's session was engaging, relevant, and actionable. She is thoughtful, inspirational, and smart with a contagious positive energy. All organizations and executive leaders would benefit from having her as an advisor to drive behavioral change, harness the power of networks, and think beyond traditional cohorts. She is a thought leader in the development of collaborative ways of working, improving productivity and customer engagement and experience."

—**Lisa McCann, COO & Global Head of Customer Success and Delivery Services, Korn Ferry**

"Erica's presentation was absolutely perfect for our leaders. Our group was diverse and Erica was a hit with everyone! Her storytelling style of presenting along with a healthy dose of informative case studies kept everyone engaged and interested and excited about using connective intelligence to transform our business."

—**George Chavel, Chairman Emeritus, Sodexo**

"As a presenter at our organization's first large scale virtual conference, Erica delivered a keynote session that was not only engaging and thought-provoking, it was extremely relevant to what our organizational membership is currently experiencing. Erica's presentation took viewers outside of their home offices and truly felt like a live, in-person event."

—**Hannah DeBevoise, AACSB International**

"Erica delivered an outstanding keynote. Her message about digital body language could not be more relevant and timely than it is today."

—**Bridget Dunn, Meeting Planner, Association for Talent Development**

FULL BIO

Erica Dhawan is the world's leading authority on 21st-century Collaboration and Connectional Intelligence.

She challenges audiences and organizations to innovate faster and further, together. Her newest book – *Digital Body Language* – decodes the new signals and cues of effective collaboration and teamwork in a digital-first human workplace. Erica Dhawan is the Founder & CEO of Cotential, a global organization that helps companies, leaders, and managers leverage 21st-century collaboration skills and behaviors to improve game-changing performance.

She is also the co-author of the bestselling book *Get Big Things Done: The Power of Connectional Intelligence*, named #1 on What Corporate America is Reading. Dhawan was named by Thinkers50 as "The Oprah of Management Ideas" and featured as one of the Top 20 Management Experts around the world by GlobalGurus. She hosts the award-winning podcast 'Masters of Leadership.' Erica speaks on global stages ranging from the World Economic Forum at Davos to TED and for companies such as Coca-Cola, FedEx, Goldman Sachs, Walmart, SAP, and Cisco. Erica writes for

Harvard Business Review, Forbes, and Fast Company. She has degrees from Harvard University, MIT Sloan, and The Wharton School.

Erica is based in Manhattan, where she lives with her husband and two children. She travels internationally for events and offers virtual keynotes and workshops.

PAST CLIENTS INCLUDE:

- Coldwell Banker
- McDonalds
- World Economic Forum Annual Meeting at Davos
- Google
- The Walt Disney Company
- Anthem Blue Cross Blue Shield
- The United States Army
- Bank of America
- The Miami Heat
- The Association for Talent Development
- Lockheed Martin

- See more on ericadhawan.com

TYPE OF SPEAKER

- Authors of Business Bestsellers
- CEOs
- Innovators & Entrepreneurs
- Women Speakers

TOPICS & SUB-TOPICS

- **BUSINESS**
 - Change & Growth
 - Global Brands
 - Teamwork
 - Innovation
 - Workforce Culture
 - Strategy
 - Technology
 - Corporate Culture
 - Change

- **INSPIRATION and MOTIVATION**
 - Personal Growth
 - Inspiration

- **DIVERSITY**
 - Women in Business
 - Inclusion


TAGS


- Leadership
- Entrepreneurship
- Innovation
- Collaboration
- Bestselling Authors
- CEOs


- Global Brands
- Women CEOs
- Business Authors

Topics are tailored to ALL AUDIENCES AND INDUSTRIES ranging from associations to senior management groups to corporations to sales professionals

FEATURED NEWS

	<p><i>Collaboration Through Communication</i></p> <p>Regardless of how you handle face-to-face interactions, a new set of rules have emerged in the increasingly digital workplace. That was the message from Erica Dhawan, founder and CEO of Cotential, in her Tuesday keynote address for the Association for Talent Development’s Virtual Conference. Dhawan pointed out that mastering digital body language is a key leadership skill, particularly since much of workplace communication is now entirely digital.</p> <p>Tuesday’s keynote address proved to be ideal for those looking to become better at digital body language, as well as those charged with sharing such concepts with others. Individuals looking to create a digital body framework for their organization can also use Dhawan’s strategies as a foundation.</p> <p>During her session, Dhawan also provided links to other tools and resources for those who wanted to explore the topic further. Read the write-up HERE.</p>
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	<p><i>Do Your Remote Employees Feel Included in Meetings?</i></p> <p>Many knowledge workers had their first stint of remote work during the pandemic quarantine this year. As we phase back into in-person meetings and office life, what lessons from our time away from the office can we apply to our return? Erica Dhawan offers several successful approaches I’ve seen in her work as a consultant, including tapping remote workers first, giving both introverts and extroverts space to contribute, and bringing new life to standing team meetings. Read the full article HERE.</p>
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	<p><i>What Your Zoom Body Language Says About You</i></p> <p>We all understand the importance of body language at work—the way that a colleague’s crossed arms might convey hostility or a manager’s feet on the desk might be an attempt to show dominance. But how does that translate into the digital realm, now that so many of us are working from home and conducting much of our business lives through online video?</p> <p>That’s where Erica Dhawan comes in. Erica is the author of <i>Get Big Things Done</i> and the forthcoming <i>Digital Body Language</i>, and recently joined Dorie Clark on her weekly Newsweek interview show Better to discuss how professionals can communicate more effectively when they’re operating digitally. Read Erica’s four tips HERE.</p>
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