CAREFUL COMMUNICATION

TRANSLATION TABLE

**INSTRUCTIONS:**

1. Please edit the translation in the TARGET column directly.
2. It is best to edit this file in Normal or Draft view rather than page layout.
3. DO NOT alter the ID or SOURCE column text.
4. Blank rows should be ignored but not deleted.
5. **The following formatting must be maintained throughout:**
   * **Paragraph (the number of paragraphs per row must be maintained)**
   * **bold**
   * **italic**
   * **underline**
   * **links**
   * **lists (bullets and number of items in a list must be maintained)**
6. Ctrl+click on an ID in the left hand collumn to view the relevent screen in the online course. Toc ID’s will open the table of contents, ID’s containing \_string\_ have no relevent screen and are not linked.

**Main Course Content**

|  |  |  |
| --- | --- | --- |
| Id | Target | Source |
| [Screen 1](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=1_C_2)  [1\_C\_2](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=1_C_2) | In today’s business environment, where people are connected globally 24/7, communication is more important than ever.  This course will explain some simple steps we can all take to communicate ethically, responsibly, and professionally. |  |
| [Screen 2](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=2_C_3)  [2\_C\_3](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=2_C_3) | Upon completion of this course, you will be able to:   * Use clear, precise, unambiguous language in business communications; * Regulate your tone and emotions to avoid misunderstandings; * Select the most appropriate channel for your message; and * Know where to go for help and support.   This course will take approximately 35-40 minutes to complete. |  |
| [Screen 3](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=3_C_4)  [3\_C\_4](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=3_C_4) | The icons at the top of the screen provide one-click access to key resources:   * The Table of Contents, * Important contact information, and * Reference material.   In addition, you can use the Exit icon to close the course window. |  |
| [Screen 4](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=4_C_5)  [4\_C\_5](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=4_C_5) | There are several features to help guide you through the course:   * The Back and Forward arrows allow you to move from screen to screen. * A horizontal slider bar at the bottom of the screen allows you to see where you are in the course. * The Table of Contents lets you navigate from section to section. |  |
| [Screen 5](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=5_C_6)  [5\_C\_6](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=5_C_6) | Knowledge Check  Once you have reviewed the content of this course, you will be required to complete a 10-question Knowledge Check.  The Knowledge Check can be taken at any time by clicking the Table of Contents icon and selecting Knowledge Check. |  |
| [Screen 6](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=6_C_7)  [6\_C\_7](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=6_C_7) | In this section, we will explain why it is essential to always consider your audience when communicating.  We will demonstrate how language, tone, and emotions play a significant role in how your message is received and interpreted. |  |
| [Screen 7](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=7_C_8)  [7\_C\_8](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=7_C_8) | Communicating carefully in a business environment requires us to consider how others are likely to interpret what we are saying.  It requires us to recognize that others have different beliefs, experiences, backgrounds, and identities than our own. |  |
| [Screen 8](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=8_C_9)  [8\_C\_9](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=8_C_9) | Careful communication is more than simply avoiding offensive and discriminatory language or stopping yourself from making intolerant or threatening remarks.  It is recognizing that, while what you are saying may be clear to you, it may not be clear to others. |  |
| [Screen 9](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=9_C_10)  [9\_C\_10](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=9_C_10) | A good way to think about communication is to imagine two people speaking to each other in person.  At its basic level, communication consists of a sender, a message, and a receiver. |  |
| [Screen 10](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=10_C_11)  [10\_C\_11](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=10_C_11) | When we communicate, we often assume that our message and its meaning are identical.  Unfortunately, this may not always be the case, because the meaning of a message can be open to interpretation. |  |
| [Screen 11](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=11_C_12)  [11\_C\_12](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=11_C_12) | Always consider your audience before you communicate.  Imagine how others might interpret what you are saying and adjust your choice of words, tone, and body language accordingly.  CLICK EACH OF THE ICONS TO REVEAL QUESTIONS YOU SHOULD CONSIDER WHEN COMMUNICATING IN A BUSINESS ENVIRONMENT.  Is this an internal or an external audience?  Does the audience speak the same language?  Is this going to an individual or a group of people?  Is this going to a customer?  Are you communicating with your manager or a peer? |  |
| [Screen 12](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=12_C_13)  [12\_C\_13](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=12_C_13) | Careful communication requires the use of clear, concise, unambiguous language. |  |
| [Screen 13](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=13_C_14)  [13\_C\_14](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=13_C_14) | Your message may be clear to you, but it doesn't mean it’s going to be clear to your audience.  This risk increases in written communications, where feedback isn’t always immediate, and it is difficult to gauge whether the intended message is being received. |  |
| [Screen 14](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=14_C_15)  Activity: Scenario  [14\_C\_15](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=14_C_15) | Imagine . . .  A country manager sends a group email to employees:  We need to get this product moving. We are way behind where we are supposed to be. So, I need you to do whatever it takes to ensure we meet our numbers this month.  That's not correct!  That's correct!  That's partially correct! |  |
| [Screen 14](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=16_C_15)  Activity: Questions  [16\_C\_15](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=16_C_15) | Do you think this message could pose a risk to the company?  [1] Yes  [2] No.  Submit |  |
| [Screen 14](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=15_C_15)  Activity: Feedback  [15\_C\_15](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=15_C_15) | While it is unlikely that the country manager’s intention is to encourage anything illegal, the fact is that the phrase, “I need you to do whatever it takes to ensure we meet our numbers,” is vague and open to interpretation.  If one of the employees, for instance, secured a contract while acting against company policy, they could point to the email and claim that the manager had given the green light to do whatever it takes to win the business. |  |
| [Screen 15](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=17_C_16)  [17\_C\_16](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=17_C_16) | Here is a simple technique to help ensure the meaning of your message is as clear as possible. |  |
| [Screen 16](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=18_C_17)  [18\_C\_17](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=18_C_17) | First, consider your word choice.  Make sure that the words you are using are clear, precise, and unambiguous. Simply put, choose words that are simple to understand. |  |
| [Screen 17](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=19_C_18)  [19\_C\_18](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=19_C_18) | Second, check to make sure you have provided sufficient context.  By providing appropriate context, you can avoid confusion and ambiguity.  For example, if you are referencing someone or something, make sure you have provided enough detailed information to ensure it is clear who or what you are talking about. |  |
| [Screen 18](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=20_C_19)  [20\_C\_19](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=20_C_19) | Third, avoid using legal terms.  Inadvertent use of legal language can have serious repercussions. Unless you are a lawyer and have been authorized to provide a legal opinion, always avoid using legal terms, such as “negligent,” “illegal,” “reckless,” or “liable.” These terms can alter the meaning of your message. They can also be interpreted and/or used by third parties as admissions of liability in litigation. |  |
| [Screen 19](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=21_C_20)  Activity: Scenario  [21\_C\_20](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=21_C_20) | Imagine . . .  A training manager emails a colleague about a virtual workshop attended as part of new product training.  The way they train on this product is unbelievable. Nobody learns anything. It is negligent!  That's not correct!  That's correct!  That's partially correct! |  |
| [Screen 19](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=23_C_20)  Activity: Questions  [23\_C\_20](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=23_C_20) | What do you think the training manager is trying to say?  [1] They are trying to say that the training observed was not very good.  [2] They are trying to say that training does not comply with the minimum standards required by law.  Submit |  |
| [Screen 19](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=22_C_20)  Activity: Feedback  [22\_C\_20](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=22_C_20) | What the training manager is trying to say is that, in their opinion, the training observed was not very good. Using the term “negligent” could be interpreted by others as a legal opinion that the training does not comply with the minimum standards required by law. This communication could be used by third parties to argue that Abbott’s training is insufficient, and the company is violating the law. |  |
| [Screen 20](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=24_C_21)  [24\_C\_21](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=24_C_21) | Finally, avoid the use of emojis and emoticons.  Even though emojis and emoticons are often considered harmless and playful, they can mean different things in different cultures and social settings. This can lead to serious misunderstandings in business communications. |  |
| [Screen 21](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=25_C_22)  [25\_C\_22](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=25_C_22) | Careful communication also avoids assumptions and the presentation of opinions as facts.  This doesn't mean that you can't speculate on something. It means that if you do, you should be clear that you are expressing your opinion and not presenting a fact.  For example, in a personal context there may be little harm in suggesting to a friend, ". . . that Company X will be out of business in a couple of years." But in a business context, this kind of speculation could be misinterpreted as a fact or a well-informed conclusion. It could then be used as the basis for a business decision – possibly with unfortunate consequences. |  |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=26_C_23)  Activity: Scenario  [26\_C\_23](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=26_C_23) | Imagine . . .  A regional sales manager hears a rumor that a new product in development has run into quality issues. The manager then attends a meeting where it is announced that the launch of the new product is going to be delayed. After the meeting, the manager sends a text message to a colleague:  Just heard . . . They’ve canceled the launch for the second time. Major quality issues with the new product!  That’s partially correct!  That's correct!  That's partially correct! |  |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=28_C_23)  Activity: Questions  [28\_C\_23](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=28_C_23) | Based on this text message, which of the following statements would you assume to be true?  [1] The launch has been canceled.  [2] There are quality issues with the new product.  [3] Both 1 and 2.  Submit |  |
| [Screen 22](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=27_C_23)  Activity: Feedback  [27\_C\_23](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=27_C_23) | Most people would assume both statements were true – that the launch has been canceled and that the cancellation has been caused by “quality issues” with the new product.  The truth, however, is that the sales manager has no idea what has caused the delay. The manager has assumed the cancellation of the launch has been caused by (the rumor of) quality issues, consequently presenting that assumption as a fact. |  |
| [Screen 23](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=29_C_24)  [29\_C\_24](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=29_C_24) | How we say something is just as important as what we say.  Using the wrong tone when communicating may result in misunderstandings about the meaning of your message, affect perceptions, and suggest something we do not intend. |  |
| [Screen 24](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=30_C_25)  Activity: Scenario  [30\_C\_25](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=30_C_25) | Imagine . . .  A sales representative who has just completed a contract negotiation with a customer at their office posts a sarcastic comment on social media:  OMG! Customer X has just remodeled their office. It is certainly different. LOL! They must think orange is the new black!😊  That's not correct!  That's correct!  That's partially correct! |  |
| [Screen 24](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=32_C_25)  Activity: Questions  [32\_C\_25](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=32_C_25) | Now imagine that the post goes viral. How do you think Abbott’s customers and the public would react?  [1] They would wait for an official Abbott response before jumping to any conclusions.  [2] They would give the sales representative the benefit of the doubt and understand it is a joke.  [3] They would be shocked to see an Abbott employee display such an unprofessional attitude.  Submit |  |
| [Screen 24](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=31_C_25)  Activity: Feedback  [31\_C\_25](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=31_C_25) | Even though the sales representative was only joking, people who do not know this person or the situation are likely to think the customer’s taste in decor was being mocked. |  |
| [Screen 25](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=33_C_26)  [33\_C\_26](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=33_C_26) | Sarcastic, ironic, and humorous tones are often misinterpreted in business communications.  This is especially true in written communications, where visual cues (such as body language) and aural cues (such as vocal inflections) are absent. |  |
| [Screen 26](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=34_C_27)  [34\_C\_27](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=34_C_27) | Misperceptions can also be caused by the use of secretive and conspiratorial tones and language.  For example, phrases such as “Keep this between us,” “You won’t believe this, but,” or “For your eyes only” can make a completely appropriate activity appear inappropriate or unlawful. |  |
| [Screen 27](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=35_C_28)  Activity: Scenario  [35\_C\_28](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=35_C_28) | Imagine . . .  A government official is investigating a fraud allegation against a health care company accused of concealing negative information about one of its products.  During the investigation, the official comes across an email from one of the company’s researchers to a colleague:  Regarding what I told you earlier, let’s just keep that to ourselves. It would be a nightmare if this got out.  That's not correct!  That's correct!  That's partially correct! |  |
| [Screen 27](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=37_C_28)  Activity: Questions  [37\_C\_28](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=37_C_28) | Given the fraud allegations, do you think it’s likely that this individual’s activities would be investigated further?  [1] Yes.  [2] No.  Submit |  |
| [Screen 27](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=36_C_28)  Activity: Feedback  [36\_C\_28](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=36_C_28) | Even though the researcher may not be involved in any fraudulent activity or cover-up, the secretive and conspiratorial tone of the email makes it appear so.  As it turns out, the email is about a personal matter; because of the tone and choice of words, the researcher could possibly be implicated in the allegations. |  |
| [Screen 28](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=38_C_29)  [38\_C\_29](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=38_C_29) | Our ability to control our emotions when we communicate has the potential to greatly affect others’ perceptions of what we are saying, and, ultimately, how they view us. |  |
| [Screen 29](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=39_C_30)  [39\_C\_30](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=39_C_30) | While at times we may feel justified in venting our frustration or disappointment with a work colleague or business partner, it is important to maintain a healthy work environment.  Even if the outburst is brief, your colleagues may remember it long after your emotions have subsided. |  |
| [Screen 30](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=40_C_31)  [40\_C\_31](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=40_C_31) | Always take the time to calm down before you respond to someone.  Never send a message when you are upset. Instead, save a draft of the message for a period of time, re-read and adjust it, or consider not sending it at all. |  |
| [Screen 31](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=41_C_32)  [41\_C\_32](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=41_C_32) | Here are some other ways to regulate your emotions when communicating.  Use neutral language. For example, using "issue" instead of "problem" or "challenge" rather than "disaster" keeps things more objective and less emotional.  Avoid emotionally loaded terms, for example, “stupid,” “lazy,” or “dangerous.” Such words can be easily taken out of context.  Finally, if you ever have any doubt about something you are about to communicate, consult a colleague or your manager. |  |
| [Screen 32](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=42_C_33)  [42\_C\_33](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=42_C_33) | Communicating carefully in a business environment requires us to consider how others are likely to interpret what we are saying.  Use clear, precise, unambiguous language   * Choose words that are simple to understand. * Check to make sure you have provided sufficient context. * Avoid using legal terms - unless you are a lawyer and have been authorized to provide a legal opinion. * Avoid the use of emojis and emoticons. * Avoid assumptions and the presentation of opinions as facts.   Regulate your tone  How we say something is just as important as what we say:   * Sarcastic, ironic, and humorous tones are often misinterpreted in business communications. * Misperceptions can also be caused by the use of secretive and conspiratorial tones and language.   Control your emotions   * Always take the time to calm down before you respond to someone. * Use neutral language. * Avoid emotionally loaded terms. |  |
| [Screen 33](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=43_C_34)  [43\_C\_34](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=43_C_34) | In this section, you will learn how to select the most appropriate channel and tools to communicate your message. |  |
| [Screen 34](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=44_C_35)  [44\_C\_35](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=44_C_35) | The channel we use to communicate can have a significant impact on how we construct and convey our messages.  This also determines how much control we have over messages once they have been created. |  |
| [Screen 35](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=45_C_36)  [45\_C\_36](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=45_C_36) | Certain media are more effective and appropriate than others for communicating certain types of information. |  |
| [Screen 36](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=46_C_37)  [46\_C\_37](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=46_C_37) | Email, for example, is a great channel for creating and transmitting day-to-day business information.  Its speed and convenience make it a great tool for answering customer queries, updating colleagues on projects, forwarding proposals and reports, etc.  Email, however, is not appropriate to use for sharing highly confidential information of a proprietary nature. |  |
| [Screen 37](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=47_C_38)  [47\_C\_38](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=47_C_38) | Messages that are highly confidential in nature, or those requiring a lot of history and context, are best communicated in real time, either in person or over the phone.  Always think about the type of information you are sharing, the audience receiving this information, and the best channel to use to communicate. |  |
| [Screen 38](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=48_C_39)  [48\_C\_39](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=48_C_39) | Instant messaging (IM) and text messaging (TM) are popular forms of communication increasingly used for business-related activities.  IM and TM are great tools that can be used to provide colleagues with updates on our activities, ask a quick question, alert partners of scheduling conflicts, as well as arrange and schedule meetings. IM and TM are not, however, appropriate channels for creating or transmitting substantive business information such as sales information or performance reviews. |  |
| [Screen 39](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=49_C_40)  [49\_C\_40](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=49_C_40) | Virtual meetings such as conference calls and video conferences are being used more frequently.  They provide us with an ideal way to manage remote teams, conduct interactive demonstrations, etc. While virtual meetings offer multiple benefits, they also present challenges and risks. For example, virtual meetings are not as secure as face-to-face communications, which are often conducted behind closed doors. Thus, they are not suitable for discussing or sharing sensitive or confidential information. |  |
| [Screen 40](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=50_C_41)  [50\_C\_41](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=50_C_41) | Social media, is perhaps, the most dynamic of all communication channels.  It offers us a unique opportunity for direct online interactions, collaboration, and information-sharing with customers, consumers, patients, other Abbott employees, and the public. This opportunity also presents a major challenge. Since interactions on social media are quick and dynamic and have the potential to go viral, information, views, and opinions can quickly become elevated, divulged, or misconstrued. As a result, improper use of social media can represent a significant risk to Abbott’s reputation. |  |
| [Screen 41](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=51_C_42)  [51\_C\_42](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=51_C_42) | It is important to recognize that the channel we use to communicate can have an impact on how we construct and convey our messages.  This is particularly true in the case of electronic communications, where we tend to:   * Respond to messages very quickly, * Use a less formal tone, and * Take less care in our word choice. |  |
| [Screen 42](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=52_C_43)  [52\_C\_43](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=52_C_43) | Using electronic media can sometimes result in us saying things we don’t intend, sharing information with people we shouldn’t, or expressing views that might offend others.  This doesn’t mean that we shouldn’t use email, instant messaging, virtual meetings, or social media if they are the most appropriate or effective channels, but rather that we need to exercise care when using these media.  CLICK THE CAREFUL COMMUNICATION BUTTON TO LEARN MORE. |  |
| [Screen 42](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=53_C_43)  [53\_C\_43](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=53_C_43) | CAREFUL COMMUNICATION  Before sending an email, you should always re-read what you have written and ask yourself:   * Am I using an appropriate choice of words? * Am I maintaining a professional tone? * Is everything clear and unambiguous? * Is the information I am planning on sharing relevant to every person I am planning on sharing it with? |  |
| [Screen 43](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=54_C_44)  [54\_C\_44](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=54_C_44) | Before selecting a channel, we also need to think about how much control we are likely to have over our message once it is created. |  |
| [Screen 44](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=55_C_45)  [55\_C\_45](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=55_C_45) | Many of us underestimate the potential scope of public disclosure when it comes to communicating electronically.  Emails can be mistakenly sent or copied to the wrong recipient.  Messages can be forwarded to others.  Online posts can easily go viral. |  |
| [Screen 45](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=56_C_46)  [56\_C\_46](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=56_C_46) | We forget that there are essentially no boundaries online, and that, once we press the send button, what happens to our message is largely out of our control.  This can result in information, views and opinions quickly becoming elevated, co-opted, or misconstrued. |  |
| [Screen 46](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=57_C_47)  [57\_C\_47](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=57_C_47) | We also forget that electronic communications can last a lifetime.  While Abbott has very strict rules regarding document retention and destruction, others may not. That means that the comments you once posted on an obscure website while still in college could still be with you today. |  |
| [Screen 47](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=58_C_48)  [58\_C\_48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=58_C_48) | Finally, we need to remember that personal views and information shared, especially on social media, may have a negative effect on our professional lives, our company, our customers, our stakeholders, and our patients.  For example, we need to be aware that when using social media, our personal and business identities are likely to overlap. Content and related comments we originally intended only for family and friends may be viewed by others, even if privacy settings are enabled. |  |
| [Screen 48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=59_C_49)  [59\_C\_49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=59_C_49) | Because of the heightened risk that social media poses to Abbott and its stakeholders, there are Social Media Guidelines that apply to all users of social media both inside and outside the Company.  CLICK THE PANELS TO LEARN MORE. |  |
| [Screen 48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=60_C_49)  [60\_C\_49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=60_C_49) | [1] Understand the Medium  Understand the Medium  Follow each platform’s terms of use, and make sure you keep up with changes, which can happen at any time. Also, understand the culture of the online communities with which you interact and how your intended audience communicates. |  |
| [Screen 48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=61_C_49)  [61\_C\_49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=61_C_49) | [2] Be Transparent  Be Transparent  When talking about Abbott, its brands, or its products, be sure to clearly disclose your connection to Abbott in your posts. This helps ensure that everyone in your social network understands that you have a vested interest in Abbott.  To disclose your Abbott connection, use statements such as:  “Check out my company’s new …!”  “ I work for Abbott and am excited about our new campaign.”  “Love my company’s new ....”  You can also use a hashtag at the end of your post to disclose your connection to Abbott, for example:  #IWorkAtAbbott  #ProudToBeAbbott |  |
| [Screen 48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=62_C_49)  [62\_C\_49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=62_C_49) | [3] Respect Others and Use Sound Judgment  Respect Others and Use Sound Judgment  Be respectful of your intended (and unintended) audiences and their perspectives. Remember that there are no geographic boundaries online. Local posts and comments may have global significance and vice versa.  Avoid using ethnic slurs, obscenities, or any language or activity that would violate Abbott’s policies. Also avoid making disparaging or false statements about anyone or anything, including our competitors or their products.  Consult Public Affairs when considering whether to respond to a negative comment posted on an Abbott external social media channel. |  |
| [Screen 48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=63_C_49)  [63\_C\_49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=63_C_49) | [4] Pause Before You Post  Pause Before You Post  Speak truthfully and follow all local laws and regulations on what we can say about our businesses and products. Don’t make false or misleading statements or off-label claims about our products, and don’t comment on or share content for products that aren’t available for sale in your country. |  |
| [Screen 48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=64_C_49)  [64\_C\_49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=64_C_49) | [5] Let the Experts Respond  Let the Experts Respond  If you are not an official Abbott spokesperson, do not respond to comments or media inquiries related to Abbott’s company position. Abbott responds to comments or media inquiries only through designated spokespersons. When in doubt, seek further guidance and pass the comments on to Public Affairs.  Don’t forget that, even when you are using social media in a personal capacity, people may perceive you to be speaking on behalf of Abbott. So always clarify which comments are your own. Avoid giving the impression that you are an official Abbott spokesperson when sharing official Abbott content. |  |
| [Screen 48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=65_C_49)  [65\_C\_49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=65_C_49) | [6] Protect Privacy and Confidential Information  Protect Privacy and Confidential Information  Never share personal information, for example, another person’s name, address, phone number, government ID, email address, or credit card information without permission.  Never share sensitive and confidential information, like trade secrets, personally identifiable information, and intellectual property.  Never use or post copyrighted, trademarked, rights of publicity, and other information that belongs to Abbott or other parties without permission.  Remember that, even if a site has privacy settings, information can often be viewed and shared by others.  If you create or control an Abbott-sponsored social media forum, consult Legal to make sure you’re following laws regarding cookies and online tracking. |  |
| [Screen 48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=66_C_49)  [66\_C\_49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=66_C_49) | [7] Use Care with What You Share  Use Care with What You Share  Guard your passwords, don’t post your personally identifiable information, and learn to use privacy settings.  Do not use your Abbott email address and password on social media sites. Attackers may steal your login information and use it to access Abbott systems.  Never post your personally identifiable information (including birth date, home address, or phone number), as it can be used to steal your identity or socially engineer attacks targeted against you and your contacts.  Learn to configure the social media platform’s privacy settings and read its privacy statement to understand how the company will share your information.  Only befriend people whom you personally know. |  |
| [Screen 48](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=67_C_49)  [67\_C\_49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=67_C_49) | [8] Always Follow Company Policies and Local Laws  Always Follow Company Policies and Local Laws  When talking about Abbott on social media – in both your job and personally – follow Abbott’s Code of Business Conduct, Abbott policies, and all applicable local laws.  For social media governance, refer to External Social Media Policy (MKT05) and the Brand Resource Center.  The links to these and other resources can be found in the Resources section of this course. |  |
| [Screen 49](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=68_C_50)  [68\_C\_50](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=68_C_50) | Finally, always be aware that any time you communicate on any media, whether it is writing an email, answering a text message, or posting on social media, you are creating a record.  Before you communicate, stop, reflect, and ask yourself: Is this really what I want to say, and is this the best way to say it? Be sure that what you are saying and the way you are saying it are in line with Abbott’s policies. |  |
| [Screen 50](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=69_C_51)  [69\_C\_51](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=69_C_51) | Using Abbott-approved tools and software when communicating is another important aspect of properly managing your communications. |  |
| [Screen 51](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=70_C_52)  [70\_C\_52](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=70_C_52) | These tools and software should always be used in a responsible manner, and in accordance with applicable laws, Abbott’s Code of Business Conduct, and Abbott policies.  For more information on how to safeguard your communications, visit the Information Security and Risk Management (ISRM) site on Abbott World. |  |
| [Screen 52](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=71_C_53)  [71\_C\_53](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=71_C_53) | If you have a question or concern about a communication you receive from another Abbott employee, a business partner, a customer, or anyone else connected with Abbott, it is usually best to speak to your manager first.  Your manager knows you, the work environment and is closest to the issue.  You can also contact the Office of Ethics and Compliance (OEC), Legal, Human Resources, or Public Affairs, or call our multilingual Ethics and Compliance Helpline available globally 24/7. |  |
| [Screen 53](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=72_C_54)  [72\_C\_54](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=72_C_54) | If you have questions or concerns about protecting yourself and Abbott from potential cybersecurity risks, contact Information Security and Risk Management (ISRM).  Please refer to the Resources section of this course for links to the above resources. |  |
| [Screen 54](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=73_C_55)  [73\_C\_55](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=73_C_55) | Certain media are more effective and appropriate than others for communicating certain types of information.  Email communications  Email is a great channel for creating and transmitting day-to-day business information. Email is not appropriate to use for sharing highly confidential information of a proprietary nature.  In person communications  Messages that are highly confidential in nature, or those requiring a lot of history and context, are best communicated in real time, either in person or over the phone.  Instant messaging (IM) and text messaging (TM)  IM and TM are great tools that can be used to provide colleagues with updates on our activities, ask a quick question, alert partners of scheduling conflicts, as well as arrange and schedule meetings. IM and TM are not appropriate channels for creating or transmitting substantive business information.  Conference calls and video conferences  Virtual meetings offer multiple benefits, but they are not suitable for discussing or sharing sensitive or confidential information.  Social media  Social media offers us a unique opportunity for direct online interactions, collaboration, and information-sharing. However, since interactions on social media are quick and dynamic and have the potential to go viral, information, views, and opinions can quickly become elevated, divulged, or misconstrued.  Abbott-approved tools  Always use Abbott-approved tools and software.  Getting support  If you have a question or concern about a communication, talk to your manager, or someone in the Office of Ethics and Compliance (OEC), Legal, Human Resources, or Public Affairs. If you have questions or concerns about protecting yourself and Abbott from potential cybersecurity risks, contact Information Security and Risk Management (ISRM). |  |
| [Screen 55](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=74_C_56)  [74\_C\_56](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=74_C_56) | Manager  If you have a question or concern about your own communication, or a communication you receive from another Abbott employee, a business partner, a customer, or anyone else connected with Abbott, the best place to start is with your manager.  Public Affairs  Contact a Public Affairs representative if you have questions about Abbott’s expectations for communicating both internally and externally while working at Abbott.  Public Affairs Website   * Click [here](https://abbott.sharepoint.com/sites/abbottworld/PublicAffairs/Pages/Home.aspx?icid=AW_MN_ORG_PublicAffairs) to access the Public Affairs website on Abbott World.   Public Affairs Policies and Procedures   * Click [here](https://abbott.sharepoint.com/sites/abbottworld/PublicAffairs/Pages/Home.aspx?icid=AW_MN_ORG_PublicAffairs) to access communication related policies and procedures on the Global Policy Portal on Abbott World.   Social Media Resource Center   * Click [here](https://abbott.sharepoint.com/sites/crp-irpa/smrc) to access the Social Media Resource Center on Abbott World for tools to help guide you while using social media at Abbott. The External Social Media Policy (MKT05) can be found in the Social Media Resource Center.   Human Resources (HR)  Contact a Human Resources representative for employee-related issues, including your concerns about interactions with other Abbott employees or anyone else connected with Abbott.  Human Resources Website   * Click [here](http://myhr.abbott.com/) to access the myHR Portal on Abbott World.   Human Resources Policies and Procedures – The following global HR policies describe conduct prohibited in the workplace: Workplace Harassment (C-111) and Violence (C-113).   * Click [here](https://abbott.sharepoint.com/sites/myhr/US-EN/pages/global-hr-policies.aspx) to access the above policies on Abbott World.   Legal  Contact the Legal Division with questions or concerns about legal implications of careless communication.  Legal Website   * Click [here](https://abbott.sharepoint.com/sites/abbottworld/Legal) to access the Legal website on Abbott World. The [Legal Hold Information](https://abbott.sharepoint.com/sites/abbottworld/Legal/LHO/Pages/default.aspx) page on the Legal website provides important information about employee compliance with Legal Hold Orders (LHOs).   Legal Policies and Procedures – Refer to Legal policies and procedures for requirements related to confidential information, antitrust, and other legal matters.   * Click [here](https://abbott.sharepoint.com/sites/abbottworld/GlobalPolicy/Pages/Home.aspx?icid=AW_MN_RES_GlobalPolicies) to access Legal policies and procedures on the Global Policy Portal on Abbott World.   Information Governance Resources   * For important policies, procedures, and resources on information and records management, Abbott employees should visit the [Information Governance](https://abbott.sharepoint.com/sites/abbottworld/infogov) website on Abbott World.   Office of Ethics and Compliance (OEC)  The OEC is a global resource available to address your questions or concerns about our company’s values and standards of conduct.  OEC Website – Refer to the OEC website for answers to a variety of compliance questions.   * Click [here](https://abbott.sharepoint.com/sites/abbottworld/EthicsCompliance/Pages/Home.aspx) to access the OEC website on Abbott World.   OEC Policies and Procedures – For our company’s global and country-specific OEC policies and procedures:   * Abbott employees should visit [iComply](https://icomply.abbott.com/Default.aspx).   OEC Contacts – You are encouraged to contact the OEC at any time with any ethics and compliance questions, or to discuss concerns about possible violations of our written standards, laws, or regulations.   * Visit the [Contact OEC](https://abbott.sharepoint.com/sites/abbottworld/EthicsCompliance/About/Pages/Contacts.aspx) page on the [OEC website](https://abbott.sharepoint.com/sites/abbottworld/EthicsCompliance) on Abbott World.   Ethics and Compliance Helpline – Visit our multilingual Ethics and Compliance [“Speak Up” Helpline](http://speakup.abbott.com/) to voice your concerns about a potential violation of our company’s values and standards of conduct. The Helpline is available 24 hours a day, 7 days a week and allows you to submit concerns online or by calling an operator who speaks your language. You can also email [investigations@abbott.com](mailto:investigations@abbott.com) to report a potential violation. |  |
| [Screen 56](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=75_C_57)  [75\_C\_57](http://www.learnex.co.uk/test/AbbottCarefulCommunication/EN-US/course/index.html?showScreen=75_C_57) | Quick Reference Cards  Click [here](reference/Quick_Reference.pdf) to review summaries of each section of this course.  Course Transcript  Click [here](reference/Transcript.pdf) for a full transcript of the course. |  |

**Knowledge Check**

|  |  |  |
| --- | --- | --- |
| Id | Target | Source |
| Screen 57  Activity: Introduction  76\_C\_58 | The Knowledge Check that follows consists of 10 questions. You must score 80% or higher to successfully complete this course. If you haven’t done so already, take a few minutes to review the Quick Reference Cards for each section. When you are ready, click the Knowledge Check button. |  |
| Screen 58  Question 1: Scenario  77\_C\_59 | When talking about Abbott, its brands, or its products on social media, you should clearly disclose your connection to Abbott. |  |
| Screen 58  Question 1: Options  78\_C\_59 | [1] True.  [2] False. |  |
| Screen 58  Question 1: Feedback  79\_C\_59 | When talking about Abbott, its brands, or its products on social media, be sure to clearly disclose your connection to Abbott. This helps ensure that everyone in your social network understands that you have a vested interest in Abbott.  For more information about the correct answer, see Section 3.2, Selecting the Right Channel. |  |
| Screen 58  Question 2: Scenario  80\_C\_59 | In order to help ensure the meaning of your message is as clear as possible, you should:  Check all that apply. |  |
| Screen 58  Question 2: Options  81\_C\_59 | [1] Use clear, precise, and unambiguous language.  [2] Check to make sure you have provided sufficient context.  [3] Avoid using legal terms unless you are a lawyer and have been authorized to provide a legal opinion.  [4] Avoid the use of emojis and emoticons. |  |
| Screen 58  Question 2: Feedback  82\_C\_59 | To help ensure the meaning of your message is as clear as possible, you should:   * Use clear, precise, and unambiguous language; * Check to make sure you have provided sufficient context; * Avoid using legal terms unless you are a lawyer and have been authorized to provide a legal opinion; and * Avoid the use of emojis and emoticons.   For more information about the correct answer, see Section 2.3, Using Clear, Precise Language |  |
| Screen 58  Question 3: Scenario  83\_C\_59 | When is it appropriate to include personal opinions in business communications? |  |
| Screen 58  Question 3: Options  84\_C\_59 | [1] Never. There is never a place for personal opinions in business communications.  [2] Only when communicating face-to-face or via phone.  [3] Anytime, as long as you make it clear that you are stating an opinion and not presenting a fact.  [4] Only when communicating with close work colleagues. |  |
| Screen 58  Question 3: Feedback  85\_C\_59 | It is okay to express personal opinions in business communications, as long as you make it clear that you are expressing your opinion and not presenting a fact.  For more information about the correct answer, see Section 2.4, Avoiding Presenting Opinions as Facts. |  |
| Screen 58  Question 4: Scenario  86\_C\_59 | Messages requiring a lot of history and context are best communicated via electronic channels. |  |
| Screen 58  Question 4: Options  87\_C\_59 | [1] True.  [2] False. |  |
| Screen 58  Question 4: Feedback  88\_C\_59 | Messages requiring a lot of history and context are best communicated in real time, either in person or over the phone.  For more information about the correct answer, see Section 3.2, Selecting the Right Channel. |  |
| Screen 58  Question 5: Scenario  89\_C\_59 | Which of the following are pitfalls you should avoid in your business communications?  Check all that apply. |  |
| Screen 58  Question 5: Options  90\_C\_59 | [1] Imagining how others are likely to interpret what you are saying.  [2] Using secretive and conspiratorial tones.  [3] Adjusting your choice of words, tone, and body language to your audience.  [4] Using jokes and sarcasm to insert some fun in your communications. |  |
| Screen 58  Question 5: Feedback  91\_C\_59 | Sarcastic, ironic, and humorous tones are often misinterpreted in business communications.  This is especially true in written communications, where visual cues (such as body language) and aural cues (such as vocal inflections) are absent. Misperceptions can also be caused by the use of secretive and conspiratorial tones and language.  For more information about the correct answer, see 2.5, Regulating Your Tone. |  |
| Screen 58  Question 6: Scenario  92\_C\_59 | As long as you enable the privacy settings on a social media site, your comments and content will never be viewed by others. |  |
| Screen 58  Question 6: Options  93\_C\_59 | [1] True.  [2] False. |  |
| Screen 58  Question 6: Feedback  94\_C\_59 | Comments and content originally intended for only family and friends can often be viewed by others on social media, even if your privacy settings are enabled.  For more information about the correct answer, see Section 3.2, Selecting the Right Channel. |  |
| Screen 58  Question 7: Scenario  95\_C\_59 | Which of the following are effective ways of controlling your emotions when communicating?  Check all that apply. |  |
| Screen 58  Question 7: Options  96\_C\_59 | [1] Using neutral language.  [2] Avoiding the use of emotionally loaded terms.  [3] Never sending a message when you are upset. |  |
| Screen 58  Question 7: Feedback  97\_C\_59 | It is important to control your emotions when communicating in a business environment:   * Always use neutral language. * Avoid emotionally loaded terms. * Never send a message when you are upset.   For more information about the correct answer, see Section 2.6, Controlling Your Emotions. |  |
| Screen 58  Question 8: Scenario  98\_C\_59 | Which of the following would be appropriate to send via instant messaging? |  |
| Screen 58  Question 8: Options  99\_C\_59 | [1] Sales information.  [2] An alert of a scheduling conflict.  [3] A performance evaluation.  [4] Potentially hiring a doctor for an educational event. |  |
| Screen 58  Question 8: Feedback  100\_C\_59 | Instant messaging (IM) is a great tool that can be used to provide colleagues with updates on our activities, ask a quick question, alert partners of scheduling conflicts, as well as arrange and schedule meetings. IM is not, however, an appropriate channel for creating or transmitting substantive business information, such as sales information, performance reviews, or discussions about whether HCPs should be engaged for services/events.  For more information about the correct answer, see Section 3.2, Selecting the Right Channel. |  |
| Screen 58  Question 9: Scenario  101\_C\_59 | Communications related to Abbott business may be conducted using home computers and personal email addresses, provided you are careful not to disclose confidential or proprietary information. |  |
| Screen 58  Question 9: Options  102\_C\_59 | [1] True.  [2] False. |  |
| Screen 58  Question 9: Feedback  103\_C\_59 | Communications related to Abbott business should only be done via the devices, software, and tools approved by Abbott.  For more information about the correct answer, see Section 3. 3, Using the Right Tools. |  |
| Screen 58  Question 10: Scenario  104\_C\_59 | Which of the following messages are examples of careful communications:  Check all that apply. |  |
| Screen 58  Question 10: Options  105\_C\_59 | [1] We need to do whatever it takes to get Dr. Smith’s business.  [2] Dr. Smith is a key opinion leader in the therapy area and a great communicator. We should make sure he is on our call plans and knows about the benefits of our products.  [3] We need to block our competitors.  [4] We need to plan for the competition. |  |
| Screen 58  Question 10: Feedback  106\_C\_59 | Careful communication requires the use of clear, concise, unambiguous language. The statement, “We need to do whatever it takes to get Dr. Smith’s business,” is vague and open to potential negative interpretations. You should consider rephrasing using clear, unambiguous language: “Dr. Smith is a key opinion leader in the therapy area and a great communicator. We should make sure he is on our call plans and knows about the benefits of our products.” Likewise, the statement, “We need to block our competitors,” could be misconstrued as a restriction of trade. A more precise, less ambiguous statement is, “We need to plan for the competition.”  For more information about the correct answer, see Section 2.3, Using Clear, Precise Language. |  |
| Screen 58  107\_C\_59 | All questions remain unanswered |  |
| Screen 59  Activity: Overall Feedback  108\_C\_60 | No results are available, as you have not completed the Knowledge Check.  Congratulations! You have successfully passed the Knowledge Check and completed the course.  Please review your results below by clicking on each question.  Once you are done, you must click the Exit [X] button in the course title bar before closing your browser window or browser tab.  Sorry, you did not pass the Knowledge Check. Take a few minutes to review your results below by clicking on each question.  When you are done, click the Retake Knowledge Check button. |  |

**Miscellaneous**

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| --- | --- | --- |
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| 110\_toc\_2 | Welcome |  |
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| 115\_toc\_7 | Considering Your Audience |  |
| 116\_toc\_8 | Using Clear, Precise Language |  |
| 117\_toc\_9 | Avoiding Presenting Opinions as Facts |  |
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| 143\_toc\_35 | Feedback |  |
| 144\_string\_1 | The Course cannot contact the LMS. Click 'OK' to continue and review the course. Note, Course Certification may not be available. Click 'Cancel' to exit |  |
| 145\_string\_2 | All questions remain unanswered |  |
| 146\_string\_3 | Questions |  |
| 147\_string\_4 | Question |  |
| 148\_string\_5 | not answered |  |
| 149\_string\_6 | That's correct! |  |
| 150\_string\_7 | That's not correct! |  |
| 151\_string\_8 | Feedback: |  |
| 152\_string\_9 | Careful Communication |  |
| 153\_string\_10 | Knowledge Check |  |
| 154\_string\_11 | Submit |  |
| 155\_string\_12 | Retake Knowledge Check |  |
| 156\_string\_13 | Course Description: Careful communication is key to building, maintaining, and protecting Abbott’s reputation. The aim of this course is to demonstrate how language, tone, and emotion play a significant role in how business communications are received and interpreted, and to provide guidance on how to select the most appropriate channel and tools to communicate your message. This course will take approximately 35-40 minutes to complete. |  |
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