



SPEED OF TRUST

FOUNDATIONS

A ONE-DAY PROGRAM FOR ASSOCIATES AND INDIVIDUAL CONTRIBUTORS

One-Day Outline

SECTION	PARTICIPANTS WILL BE ABLE TO:
THE CASE FOR TRUST	<ul style="list-style-type: none"> Quantify the impact of “Trust Taxes” on their current work and create their own case for trust. Learn the 3 dimensions of creating trust. Take ownership for creating a high-trust team culture.
SELF TRUST THE PRINCIPLE OF CREDIBILITY	<ul style="list-style-type: none"> Model trust through character and competence and be responsible for increasing their own personal credibility. Clarify the specific reasons they can be trusted. Create a Trust Action Plan to increase their personal credibility and influence.
RELATIONSHIP TRUST THE PRINCIPLE OF BEHAVIOR	<ul style="list-style-type: none"> Replace Counterfeit Behaviors with the 13 Behaviors of High Trust in their relationships with their boss and co-workers. Communicate transparently, respectfully and directly. Use the <i>Speed of Trust</i> Talks to have key conversations (Develop Trust, Restore Trust). Improve their track record of keeping commitments through a Peer Accountability Process.



10% = 36%

TRUST

EMPLOYEE PAY



A **10% INCREASE IN TRUST**
 HAS THE SAME EFFECT
 ON EMPLOYEE SATISFACTION
 AS A **36% INCREASE IN PAY!**

—Helliwell Huang Study