

Trust

There are three forms of trust.

1. The honest to goodness belief that you have my best interests at heart.
2. That the person has competence.
3. What the person says they will do, they actually do (This is the relationship between the activator and the consequence. That is, the activator predicts the consequence).

Each form of trust is independent. However, if you engage all three, you will have incredibly strong working relationships.

Building Trust

Trust is both earned and deserved. The more patient you are in trying to gain trust, the faster you will achieve it.