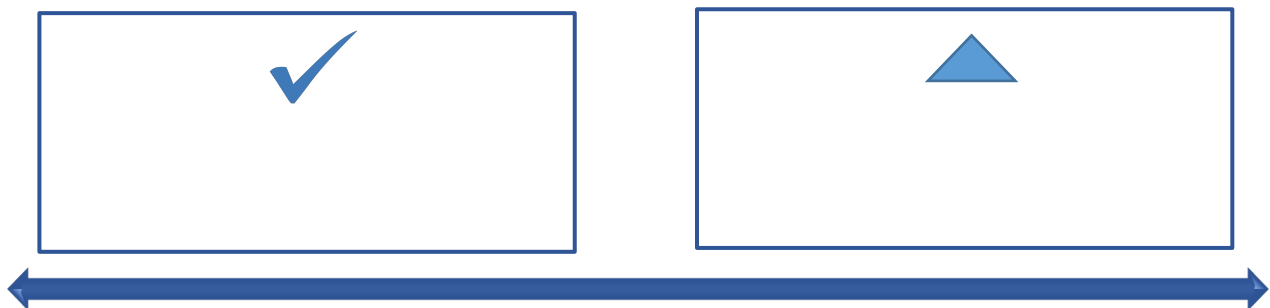


### One on One Trust Building

Think about the relationship you have with each of your stakeholders (i.e. your direct reports, peers, customers, etc.). Chances are, you are closer with some of your stakeholders than with others. This could be due to the length of time you’ve known them, good personality chemistry, similar interests, etc.

**Step 1:** Using the continuum below, write a few names of those stakeholders with whom you already have a close, trusting relationship in the box on the left. Now think about the stakeholders with whom you would like to further build a trusting relationship. Write a few of those names in the box on the right of the continuum.



**Step 2:** For 2 – 3 of the names you wrote on the right side of the continuum, think about what you can do to further build a trusting relationship by answering the questions in the table below. Complete a table for each person you’d like to focus on.

I would like to further build my relationship with _____	Has there been a situation with this person in which trust has been broken?    YES                  NO
If yes, what can/will I do to mend/repair the relationship?	
If no, what can I do to build the relationship? Be specific...think of at least 2 – 3 actions you could take to actively build your relationship with this person.	
1. _____	
2. _____	
3. _____	



## LEADERSHIP: Building Trust

I'd like to further build my relationship with _____	Has there been a situation with this person in which trust has been broken?    YES            NO
If yes, what can/will I do to mend/repair the relationship?	
If no, what can I do to build the relationship? Be specific...think of at least 2 – 3 actions you could take to actively build your relationship with this person. 1. _____ 2. _____ 3. _____	

I would like to further build my relationship with _____	Has there been a situation with this person in which trust has been broken?    YES            NO
If yes, what can/will I do to mend/repair the relationship?	
If no, what can I do to build the relationship? Be specific, think of at least 2 – 3 actions you could take to actively build your relationship with this person. 1. _____ 2. _____ 3. _____	