

build **trust** in your team
be **trusted** by others
know who to **trust**

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(972) 332-1490

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ORGANIZATIONAL / TEAM TRUST WORKSHOPS

Participants

Multiple people in the organization, not necessarily within the same team, group, or functional area

Content

Interactive exercises: Throughout the workshop there are several exercises, mostly in groups, that enhances learning of the concepts delivered, build new skills, and engage the participants in fun activities.

Research-based: The content of this workshop is based on primary research done over the last decade by Dr. Yoram Solomon, as well as other research he synthesized to build the *Trust7x6* framework he uses.

Flexible format: The workshop can be taken over 3 to 6 hours. Length will dictate depth and focus.

Materials and Assessment

Participants will receive a copy of **The Book of Trust**, one mini-book from the series **Can I Trust You?** (for Leaders, Team Members, or Salespeople, appropriately), and **The Workbook of Trust**.

Access to the Organizational Trust Assessment will be given 30 days before the workshop. Results will be discussed during the workshop

Typical Agenda

Part 1: Overview of Trust

- Opening Story (inspirational)
- Ice Breaker (interactive)
- Autonomy & Accountability
- Constructive Disagreement
- Vulnerability, Feedback, and Receptivity
- The consequences of trust
- The trust game (interactive)

Part 2: The 7 Laws of Trust

- Continuous
- Contextual
- Personal
- Asymmetrical
- Transferable
- Reciprocal
- Two-sided

Part 3: The 6 Components of Trustworthiness

- Competence
- Shared Values (interactive)
- Fairness & Symmetry (interactive)
- Positivity (interactive)
- Time
- Intimacy (interactive)

Part 4: Taking Action

- Review assessment results
- Key trustworthiness habits
- "Say what you mean" exercise (interactive)
- Individual trustworthiness action plan (interactive)
 - Choose a relationship
 - One thing you are doing wrong
 - Identify one new habit
 - Create metrics and a goal
 - Measuring and logging
 - Accountability partner
 - How long?
- Closing story (inspirational)

What Previous Workshop Organizers Said:

"The day's survey showed the value of your session at 98%, one of our **highest ratings for our summit!** Thanks for engaging and challenging our leaders"

"Dr. Solomon created an environment that **allowed us to be open and truthful with ourselves** allowing us to understand where we were and where we wanted to be. He helped guide us through the process that allowed us to discover and develop our real strategic intent as well as the rules that we needed to achieve it."

"Yoram came in and **engaged our multi-site teams both with science and humor** and gave the organization a basis for which to invoke creativity as opposed to waiting for it to possibly arrive. The team truly enjoyed the session as well as **left with a set of tools.**"

"Preparing the workshop was easy, **it was like he knew exactly what we needed.** I am impressed with the level of knowledge, commitment, and incredible easy way to communicate. Yoram helped us see ourselves from a different point of view, analyze the opportunities, and use our creativity to help us to move to the next level."

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