

# TRUST-BASED LEADERSHIP



This comprehensive workshop is designed for front-line and middle managers in leadership positions. This program was created by one of the most influential writers and researchers on trust, Charlie Green. Charlie has written three best-selling books about trust, including *Trust-Based Selling* and *The Trusted Advisor*. The course includes a detailed assessment used as a diagnostic tool for leaders to understand their natural styles and how they align with the key behaviors that build trust. Leaders will learn how to create an environment of trust-based leadership and demonstrate credibility, reliability, intimacy, and self-orientation.

## LEARNERS WILL:

- Define the difference between trusting and being trustworthy
- Analyze the Trust Quotient assessment to identify personal strengths and areas for trust development
- Apply five skills that build trust: listening, risk-taking, partnership, improvising, and self-awareness
- Implement a personal plan for building trustworthiness

## WHY THIS MATTERS:

Trust is the basis for healthy individual and team relationships. When trust is established, interpersonal relationships and team dynamics improve, enabling the achievement of results.

## ASSESSMENT:

- Trust Quotient Assessment

## DELIVERY OPTIONS:

**In-Person:** Full day

**Live-Online:** Two 2-hour instructor-led sessions

**See also:** Leading Teams; Teams and Trust