



## TRUST

The following statements are generated from your Component Usual and Component Need scores. Carefully read each statement and check the ones that are most significant to you. Remember, a statement appears because it may be significant for you, not because it is significant. Only you can decide which statements are most relevant for you.

### SECTION A: How you encourage trust in others

- Believe that being direct and forthright, particularly with key individuals, encourages the trust relationship
- Take a structured approach to developing trust relationships, proceeding from one stage to the next as trust builds
- Find it easy to use your naturally authoritative style to encourage trust from other people
- Consider trust to be something that develops from the natural respect that keen competitors have for one another
- Consider that trust develops principally when people work actively alongside one another

### SECTION B: How others can encourage trust in you

- Be direct with you -- don't beat around the bush
- Engage you alone or with one or two other people where possible; don't expect to gain your trust in a more general group- or team-based session
- You can feel less secure unless it's clear to you exactly who is in charge

### SECTION C: When your level of trust drops

- May become curt and over-direct, even with key players
- May withdraw mentally or even physically from group participation; can begin to wonder if anyone trusts you
- Can become too domineering and over-assertive
- May become self-protective; tell yourself that if you do not look out for yourself, nobody else will