

Figure 3.7: Establishing Trust Rating Scale

Use the following rating scale to rate your proficiency in establishing trust in each of the skill areas.



- ___ I create opportunities to connect with and express deep concern about others' emotions.
- ___ I listen, without rebuttal, to validate others' feelings, even if those feelings do not match my own.
- ___ I collaborate with others to find a common resolution.
- ___ I create opportunities to establish my core values and moral purpose and connect them to the values of those I lead.
- ___ I create opportunities to demonstrate my deep knowledge, wisdom, and insight related to the proposed change.
- ___ I prove that I have credibility by walking the talk.