



4 LEVELS OF TRUST

Objectives

- To explain the dynamics of Trust
- To explain why intimacy in working environment is important
- To explain why Head/ Heart / Guts is important

When to use

- At any time in 1-to-1 coaching or in team coaching
 - Either when working specifically on trust or when creating more trust in a team to tackle other topics.
 - As a “teaching” tool
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How to use

First practice listening exercises, e.g., Personal Milestone and Interpersonal Communication. You ask a personal question such as “These last weeks, where did you find your energy at work, doing what?” or “Who inspired who in your life, who helped you become the person you are today?”

Share meaning “why we have done this exercise like this”.

In order to reach the 4th level of trust, you must have an intimate relationship with the other and interact in 2-way communication with your head heart and guts.



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Tool:

Based on the work of David Maister and Stephen Covey

