

Chapter 3 – Build Relationships

Trust

How do I develop trust? RAG (Red, Amber, Green) how you use them.

ARISE		RAG	How I can develop
Authenticity	Honesty		
	Integrity		
	Responsibility		
	Credit people		
Reliability	Expectation		
	Listener		

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Trust			
ARISE		RAG	How I can develop
Intimacy	Intimacy – listener		
	Intimacy – appreciative		
	Personable		
	Relation		
Selflessness	Listen		
	Win-win		
	Hard truths		
Expertise	Expert		
	Adviser		