

RESOURCE 6

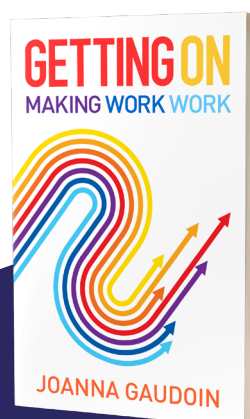
The foundations of great relationships

Trust equation review sheet



available at
amazon

and other book retailers



This resource accompanies
Chapter 6 of ***Getting On:
Making work work***



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The foundations of great relationships

Trust equation review sheet

Consider what your strengths and weaknesses are in relation to the Trust Equation.

$$\begin{array}{c}
 \text{T} \\
 \text{Trustworthiness}
 \end{array}
 =
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 \begin{array}{c}
 \text{C} \\
 \text{Credibility}
 \end{array}
 +
 \begin{array}{c}
 \text{R} \\
 \text{Reliability}
 \end{array}
 +
 \begin{array}{c}
 \text{I} \\
 \text{Intimacy}
 \end{array}
 }{
 \begin{array}{c}
 \text{S} \\
 \text{Self-orientation}
 \end{array}
 }$$

Trust Element	Strengths	Weaknesses
Credibility		
Reliability		
Intimacy		
Self-orientation		

Trust Equation from: D.H. Maister, C.H. Green and R.M. Galford, *The Trusted Advisor, 20th anniversary edition* (2021).

NEXT STEP:

Download Resource 7 which also accompanies **Chapter 6: The foundations of great relationships**



[Download \(PDF\)](#)



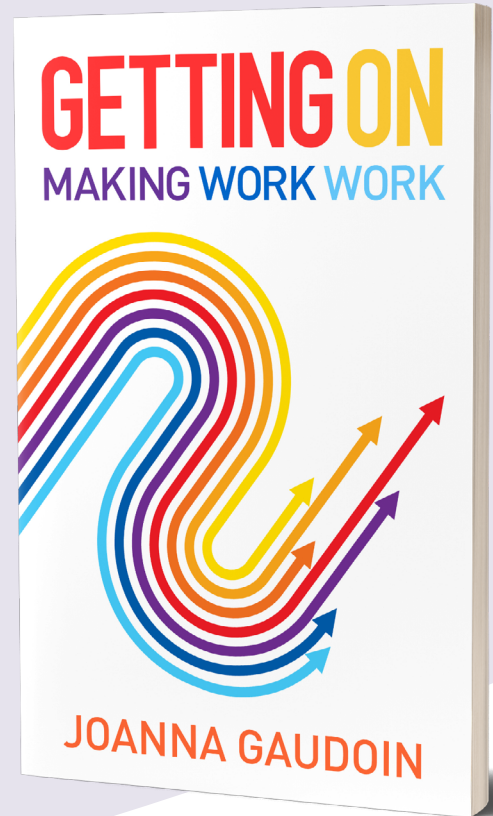
Why I wrote this book

Every day, I work with people to help them navigate the workplace challenges they face, be the best they can be at work and fulfil their career potential – so that work works for them. This book uses that experience to help you take your own steps towards career success.

“We know that excelling on the job, doesn’t mean that a successful career will follow – but we don’t always understand why. In Getting On: Making work work, Joanna reminds us to be rigorous in our self-analysis and hone the skills we need to rev our career engine. It’s pragmatic, thought provoking and encourages self-reflection with valuable insights for everyone, no matter what stage your career.”

Unette Spencer,

Chief of Staff to Executive Vice Chair, Mastercard



About the Author



Joanna has spent more than 10 years working with individuals to help them understand how to blend their technical know-how with ‘softer’ skills to realise career success – either in their existing role, or when looking for new opportunities. Joanna also runs group sessions for organisations and is a regular speaker at events.

To find out more about Joanna and her work:

www.insideoutimage.co.uk

www.gettingonatwork.co.uk

www.linkedin.com/in/joannagaudoin

www.twitter.com/joannainsideout
