

# Working at the *SPEED* OF TRUST

FOR ASSOCIATES



ACHIEVING ORGANIZATIONAL GREATNESS THROUGH KNOWLEDGE WORKER AGE LEADERSHIP

## Working at the Speed of Trust—For Associates

*A one-day program for associates and  
individual contributors.*



“You may not be able to control everything, but you can influence certain things. Trust starts with you.”

—Stephen M. R. Covey

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Participants in FranklinCovey's *Working at the Speed of Trust—For Associates* program will learn to:

1. Increase personal credibility.
2. Increase trust with key stakeholders.
3. Exhibit behaviors that increase trust.
4. Create an environment of high trust that will increase creativity, innovation, and a greater commitment to achieving results.

### Challenge

#### How is a lack of trust hindering results?

All too often, people's unseen agendas or personal motivations prevent others from trusting their word and ultimately getting things done. In a low-trust environment, workers become suspicious of each other and of the organization. Guarded communication, speculation, and disengagement, slows productivity down and frustration goes up.

## Solution

### Everyone contributes to a high-trust organization.

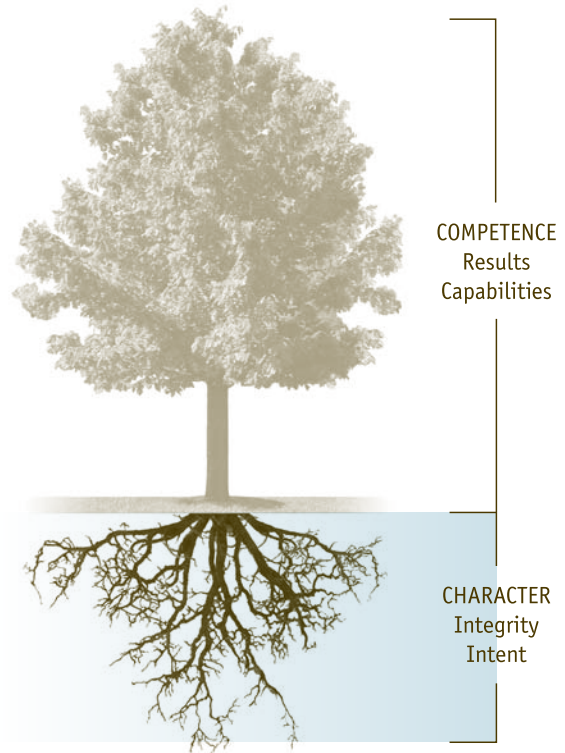
Often results are hindered by a simple lack of trust among individuals. But when individuals trust each other—and are trusted by others—communication improves and productivity accelerates as attention is redirected toward objectives instead of suspicion about others' intentions.

FranklinCovey's highly interactive *Working at the Speed of Trust—For Associates* program helps individuals in your organization identify and address "trust gaps" in their own personal credibility and in their relationships at work. Using examples based on their current work and focusing on real-world issues rather than theories or academic models, participants in the *Working at the Speed of Trust—For Associates* program will contribute to high trust in the organization by:

- Communicating transparently with peers and managers.
- Improving their track record of keeping commitments.
- Extending appropriate levels of trust with co-workers and other peers.
- Focusing on improving internal "customer service" with others who depend on their work.
- Increasing their personal credibility and influence.
- Adopting and applying the 13 Behaviors that build, maintain, and restore trust.

### Participants will receive the following tools to ensure their success:

- Participant guidebook
- *The Speed of Trust* book
- Tools CD
- Trust Action Plan
- Trust Cards (to help them navigate through difficult trust issues)



## Give your organization the tools and skills to lower costs and improve results through high trust.

For more information about FranklinCovey's *Working at the Speed of Trust—For Associates* program, contact your client partner or call +91 124 478 2222 to be put in touch with someone in your local area who can answer any questions. You may also visit [www.franklincoveysouthasia.com](http://www.franklincoveysouthasia.com).