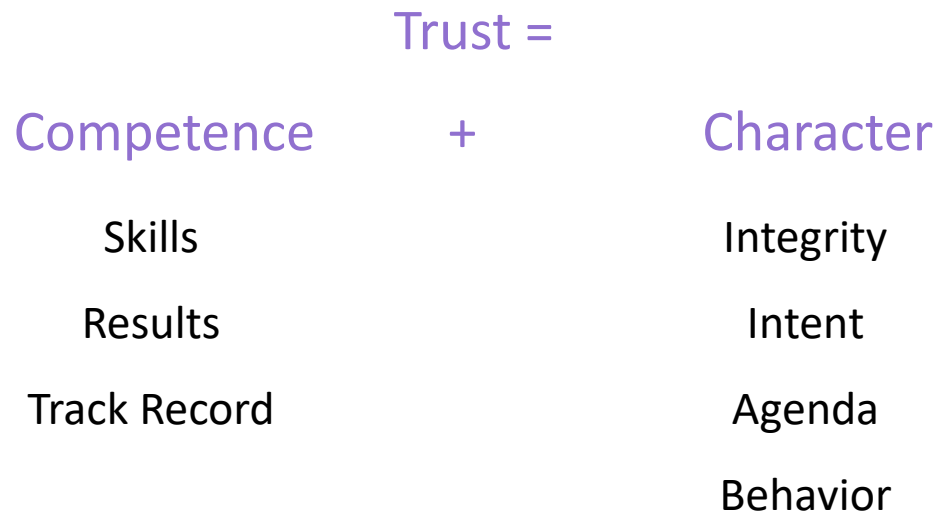




# Building a Reputation of Trust



1. What are the skills needed in your career in order to be considered competent?
  
  
  
  
  
  
  
  
  
  
  
2. Are you someone who delivers results in the areas you listed above?

List everyone you work closely with and place a checkmark under the best description.

| Name | I tend to trust<br>this person | I tend to not<br>trust this<br>person | I don't know this<br>person well<br>enough to<br>determine trust. |
|------|--------------------------------|---------------------------------------|---|
|      |                                |                                       |   |

For those you tend not to trust, consider whether it is competence or character that is causing the lack of trust. What can you do to gain trust in the person?