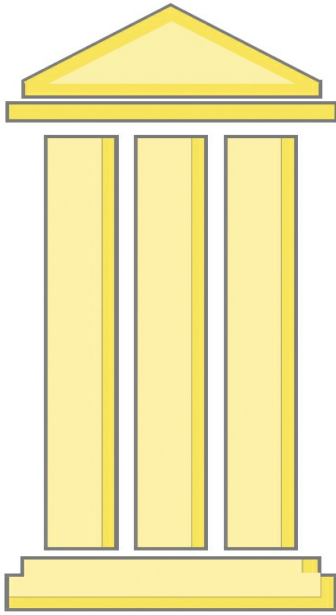




For: Sample Report

Date: 03/25/21



INTRODUCTION

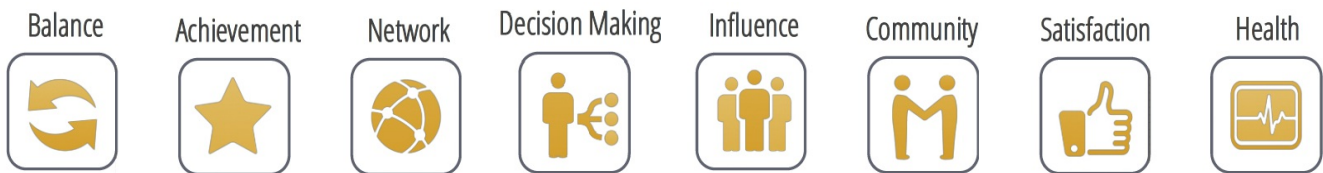
The Trust Style Inventory provides you with insights into your TRUST STYLE. We measure your Trust Style from THREE perspectives: your INTEGRITY, or your adherence to values like honesty and transparency; your EMOTIONAL MASTERY which is your emotional intelligence or your ability to be smart with your feelings; and your WE DISPOSITION which highlights your willingness to care about and collaborate with others. This report will help you understand how you trust, your opportunities for growing trust, the strengths you can leverage to improve your willingness to trust, and the skills and characteristics you need to be trusted.

THE CASE FOR TRUST

If you want to increase your engagement, you want to build trust. According to a study by Paul Zak at the Center for Neuroeconomic Studies, cultivating trust improves engagement by 76%. With such a strong link between trust and engagement you can also use the Trust Style Inventory to gain insights into how you can improve your engagement at work. Trust strengthens your RELATIONSHIPS and is an enduring component of your personal and professional success. If you can expand your capacity to trust and become more trustworthy in the eyes of others, you can experience various advantageous results.

THE BENEFICIAL OUTCOMES OF TRUST

This report includes information about your perception of EIGHT work and life outcomes. Your TRUST WILLINGNESS and TRUSTWORTHINESS directly affect all eight of the beneficial outcomes represented by the symbols below. Your highest scoring beneficial outcome is on the left and they proceed in descending order from left to right. These beneficial outcomes can be enhanced by improving your TRUST STYLE, so be sure to keep them in mind as you develop your trust building strategies.



Definitions of the Beneficial Outcomes

As you consider the placement of the eight beneficial outcomes above, consider how strengthening your willingness to trust can help you improve these important life outcomes:



Balance: Prioritize, manage stress, and be fully present

Achievement: Accomplish more meaningful goals

Network: Build multiple relationships, creating alliances, and support

Decision Making: Select the most effective option

Influence: Motivate and involve others

Community: Maintain mutually caring connections & increase belonging

Satisfaction: Feel appreciation about my life and efforts

Health: Maintain optimal physical energy and functioning



Your TRUST STYLE is your unique way of trusting others that affects their willingness to trust you. It is a composite of your TRUST WILLINGNESS and TRUSTWORTHINESS. There are six TRUST STYLES and understanding your style can help you enhance the way you trust. Each style has its unique benefits and opportunities for growth in the areas of Integrity, Emotional Mastery, and the We Disposition. Your results are displayed in the illustration immediately below—on the left—and explained in the description next to it. Your Asset and Opportunity are defined at the bottom of this page. They provide deeper insights into how you can enhance your TRUST STYLE.

"We" Disposition is your strongest competency. The We Disposition refers to your ability to engage your team in a way that can help build or reinforce healthy relationships. Skills of empathy, collaboration, non-judgment, and inclusion all contribute to your We Disposition. You can give some thought to how you can leverage your strengths in this area to enhance your Emotional Mastery and Integrity.

Emotional Mastery is your next strongest competency. Emotional mastery is comprised of your self-awareness and the skills you need to successfully navigate your emotions. Emotional Mastery encompasses your ability to understand both the practical and emotional consequences of your actions, manage your stress, and empower yourself, regardless of the circumstances. Give some thought to how you can leverage your Emotional Mastery and We Disposition to strengthen your integrity.

Integrity is your area of greatest potential. Integrity encompasses the values of honesty, ethics, transparency, intrinsic motivation, and confidentiality. How can you build your credibility by increasing your Integrity? Give some thought to how you can strengthen this component of your Pillar of Trust so you can not only improve your trust willingness, but also your trustworthiness.

Asset: Self Awareness



You are very aware of your emotions. You understand what they communicate to you, and you know how to navigate them effectively. These skills that allow you to identify your emotions and their related patterns not only help you to become more self-aware, they also help you when interacting with others. Understanding the emotional complexities of social dynamics helps to build trust.

Opportunity: Self Regulation



Self-regulation is an opportunity for growth for you. How could you enhance your ability to consider the practical and emotional consequences of your actions? How can you become more aware of your emotions in difficult situations? These skills will help you empower yourself to become the person you want to be while also empowering those around you.

As you consider your goals, start by identifying and prioritizing a few relationships you would like to improve by enhancing trust. Keep in mind that you will encounter people you are not open to trusting and others who are not open to trusting you. So the next step is to determine if your priority relationships are salvageable or if your reasons for not trusting are perfectly accurate.

If the relationship is beyond repair, moving on or backing off may be the healthiest response. Trust building is a reciprocal process, so the other person should also perceive the value of strengthening the relationship and they should be willing to take steps toward trusting you. The questions below are designed to help you to carefully consider your approach:

1. Who should I consider trusting more? Why? What does that next level of trust look like?
What can I do to remove the obstacles to trusting?

2. Given what I have learned about my TRUST STYLE so far, what steps can I take to feel safe while enhancing my willingness to trust?

3. Based on my TRUST STYLE, how can I develop each of the three skills—Integrity, Emotional Mastery, and my We Disposition—so I can enhance my trustworthiness?

4. How can I use my trust ASSET to enhance my trust OPPORTUNITY and overall TRUST STYLE?

Now, you can plan the steps on your journey toward building your TRUST WILLINGNESS and TRUSTWORTHINESS.

For free reflection tools and additional information about the Trust Style Inventory you can visit:

www.ifbcentral.com