

# Developing Trust

How well do you trust? \_\_\_\_\_

## 1. Credibility

	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	
Low Experience	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Highly Experienced
Low Believability	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	High Believability
Low Honesty	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	High Honesty
Average Credibility score (out of 5)						<input type="text"/>

## 2. Reliability

	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	
Low Commitment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	High Commitment
Late Delivery	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	On-time Delivery
Fails Expectations	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Fulfills Expectations
Average Reliability score (out of 5)						<input type="text"/>

## 3. Intimacy

	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	
Emotionally Distant	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Emotionally Honest
Low Respectfulness	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	High Respectfulness
Low Comfort	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	High Comfort
Average Intimacy score (out of 5)						<input type="text"/>

## 4. Self-Interest

	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	
High Listening	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Low Listening
Highly Attentive	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Low Attention
Others' Agenda	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Personal Agenda
Average Self-Interest score (out of 5)						<input type="text"/>

Credibility	+ Reliability	+ Intimacy	= Sub-Total	/Self-Interest	= Trust