

#1. My stakeholder's name is: _____.

#2. CREDIBILITY equates to _____.

RELIABILITY equates to _____.

INTIMACY equates to _____.

SELF-ORIENTATION equates to _____.

#3. My trustworthiness score:

<input type="text"/>	+	<input type="text"/>	+	<input type="text"/>
<hr/>				
<input type="text"/>				

1 – 5
points
each

$$T = \frac{C + R + I}{S}$$

T trustworthiness
C credibility
R reliability
I intimacy
S self-orientation

.6 ←-----→ 15

#4. _____ is the only element of trustworthiness that requires the passage of time.

#5. Four ways to RAPIDLY BOOST MY TRUSTWORTHINESS score are:

Self-Orientation: _____

Intimacy: _____

Reliability: _____

Credibility: _____

#6. According to Cialdini, _____ is a primary driver of INFLUENCE. This plays out in the business of project management in the form of _____.

#7. EMPATHETIC LISTENING requires that we prove we've understood the _____ and _____ reality of another.

#8. My BIGGEST TAKEAWAY from today is: _____.

#9. ONE ACTION I will take to increase my trustworthiness with my stakeholder is: