



TRUSTWORX

Q & A #1

QUESTIONS & APPLICATIONS

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TRUSTWORX PROGRAM OVERVIEW

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TRUSTWORX PROGRAM

- ✓ Definition, Trust Myths, & Self-Trust
- ✓ Dimensions of Trust (axiology)
- ✓ Causes of Distrust (Gaps)
- 3) Identifying Gaps
- 4) Reconciling Gaps

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TRUSTWORX PROGRAM

- 6) Confronting Gaps
- 7) Explore
- 8) Clarify & Commit
- 9) Take Action & Trust
- 10) Recap, Q&A, Application

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REVIEW OF MODULES #1-3

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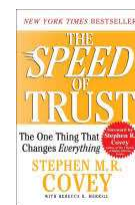
SELF-TRUST

“Self-trust is the first secret of success... the essence of heroism.”

- Ralph Waldo Emerson

➤ 4 Cores of Credibility

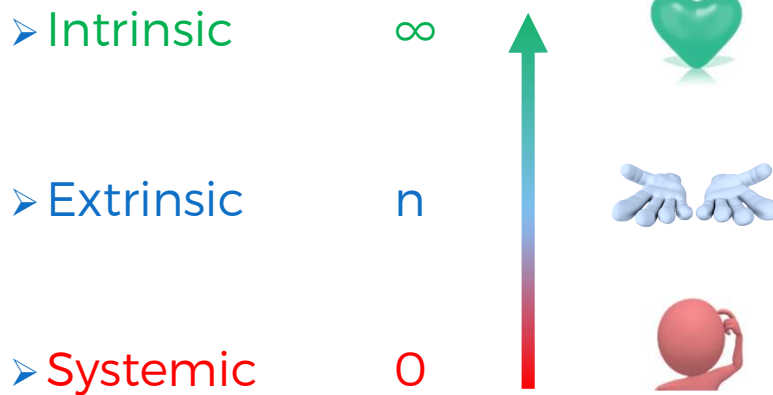
- Integrity
- Results
- Capabilities
- Intent



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DIMENSIONS OF TRUST



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DIMENSIONS OF SELF-TRUST

- **Systemic**: Trust in my knowledge
- Extrinsic: Trust in my abilities
- Intrinsic: Trust in my character

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VQ PROFILE FIRST STEPS REPORT

- 2 Cognitive Biases (lowest VQs)



VQ PROFILE FIRST STEPS REPORT

- One Cognitive Asset (VQ-100)



GAPS

- Primary source of virtually all stress, trouble, confusion, conflict, contention, suffering, failure and distrust in our lives.

TYPES OF GAPS

- Contrasted – My Idea / Your Idea
- Confounded – My Idea / My OTHER Idea
- Conflicted – My View / Your View
- Confused – My View / My Other Views
- Contrary – My Expectations / Reality

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SELF-TRUST

- *How do I improve my Self-Trust?*
- Let's answer that specifically for each area of self-trust...
 - Integrity
 - Results
 - Capabilities
 - Intent

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IMPROVE INTEGRITY

- Make and Keep commitments to yourself
- Stand for something
- Be open

IMPROVE INTENT

- Examine and Refine your motives
 - Ask soul-searching questions
 - Don't assume - "rational lies"
- Declare your intent
- Choose abundance

IMPROVE CAPABILITIES

- Run with your strengths (and your purpose or intent)
- Keep yourself relevant
- Know where you are going

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IMPROVE RESULTS

- Take responsibility for results
- Expect to win
- Finish strong

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SHUT UP MY LOW-VQs

- *How can I shut up my critic / low-VQs?*
- *I was raised in an environment that used shaming to control behaviors. I was also taught that bragging is wrong. How can I change this deeply engrained self-talk to be more positive?*

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ANSWER

- Use the Central Question

What choice can I make and action can I take,
in this moment, to create the greatest net value?

- Use your Centering Questions



- Brain distrusts being told what to do.
- Try to avoid telling yourself to be more positive or optimistic.
- Brain can't help but answer questions.
- Ask questions that put you in your best perspective(s)

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CENTERING QUESTIONS FOR LOW-VQs

- *It seems like some centering questions for the 2 low-VQs would be helpful to help us move in a more positive direction. Why aren't there any centering questions for the low-VQs?*



- Centering Questions pull you into a perspective.
- Would you want to make a decision based on limited or biased information?
- We can't predict where you will land in your limited perspective.

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DOWNSIDE OF VQ-100s

- *It seems like VQ-100s would have an upside and downside like the low-VQs. Why do you only talk about upside for the VQ-100s?*



- Where do you see a blind spot in your VQ-100?
- From any point along this perspective, you can see the positive and negative, the plusses and the minuses.

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CENTERING QUESTIONS

- For me the centering questions do not always stop hijacking of my thoughts by the Low VQ's.
- *Any other process or techniques to tame down the negative aspects of the low VQ's?*

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PRACTICE

- You may find that one word in your Centering Questions causes you to revert to your low-VQ. Remove that word.

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EXAMPLE



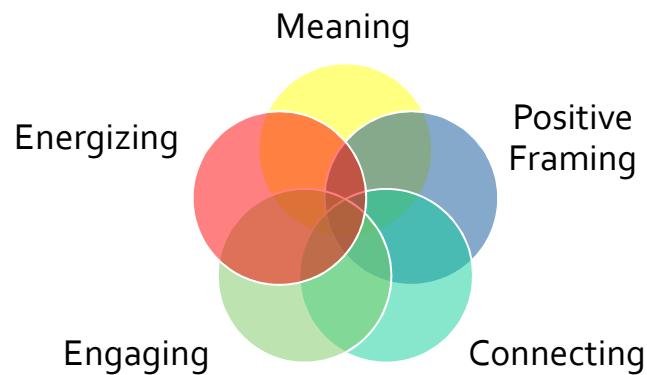
Centering Questions:

- What choice can I make that is consistent with who I am and who I aspire to be?
- What unique value do I have to offer in this situation?
- How can I be of service and still honor myself and my own well-being?

RESEARCH

- *What does research or your experience show about how other people's perceptions of me would change as I become more "centered"?*

MCKINSEY GLOBAL SURVEY RESULTS



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ALL MY VQs

- *Is there any value in knowing all the VQ, or is it more important to focus on the centering questions and maximizing the highest VQ?*

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YES!

- #1: More Centering Questions
- #2: Increased awareness of low-VQ thinking
- #3: Identification of thinking patterns (habits)
- #4: Linking thinking to results
- #5: Nothing to lose (Satisfaction Guaranteed!)

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TIME & RESOURCES

- What can I do with so many real demands on my time and without any resources to delegate?

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NEXT TIME

- Identifying Gaps

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QUESTIONS/DISCUSSIONS



- What questions do you have?

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