

COACHING TECHNIQUE

PROFESSIONAL RELATIONSHIP OF TRUST

- Benevolence
 - Positive Regard
 - Good Intentions
- Communication
 - Clear
 - Frequent
- Transparency
 - Expectations Defined
 - Honesty - Confront Reality
 - Courage - Confront Reality
- Consistency
- Competence
- Modeling

Jim Knight- The Impact Cycle

5 factors that build trust

- 1- Demonstrate a trustworthy character, be honest
- 2- Strive to be reliable. Do what you say you will do when you will do it
- 3- Demonstrate competence. We trust people who have the knowledge and skills to help us achieve our goals. Always be learning and staying current on research-based practices
- 4- Show warmth. Show that you understand people's needs and feelings, share positive information frequently, and listens effectively builds emotional connections.
- 5- Have an attitude of stewardship or benevolence. We trust people who have our best interests at heart.

Questions to ask yourself on building trust from The Impact Cycle by Jim Knight

Character: Are you honest, transparent, and non judgmental? Need to change so that you can be more trustworthy?

Reliability: what can you say no to so that you have more time to be reliable? What rituals can you add to your daily routines (such as formal planning time, using reminders) so that you can be more reliable?

Competence: how can you increase your ability to help people realize their goals? Do you need to learn more teaching strategies or increase your depth of knowledge of the strategies you do share? Do you need to refine the way you employ The Impact Cycle (coaching cycle)?

Warmth: do you need to improve the way you demonstrate empathy, make emotional connections, listen, and share positive information to encourage trust?

Stewardship: do you need to change your outlook on life in some way so that you are less concerned with yourself and more concerned with others?