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Building Trust: In Business, Politics, Relationships, and ...

Building Trust: In Business, Politics, Relationships, and Life Robert C. Solomon and Fernando Flores Abstract. Everyone agrees that trust is essential for decent human relationships, but our understanding of trust too often collapses in platitudes and falsehoods. It is typically treated as some sort of inarticulate bond between people, a social ...

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A moving argument for developing authentic trust in business, politics and life. This kind of trust differs from the naïve kind because it ' s knowing, worked-for, and hard-won. It survives betrayal, which the authors argue is an inevitable part of trust, and it as all about action. The book is a thoughtful look at how much we depend on all sorts of trust in our frenetic world economy, and a helpful reminder of what matters.

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The book aims not only to understand trust but to give the reader the tools build and maintain trust in personal and business relationships and to restore trust where it has been lost or betrayed. Trust is an essential feature of not only interpersonal relationships, but of every human organization, from the corporation to the nation state.

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Building trust begins with an honest understanding of trust, but it also requires everyday routines and practices. Without the practices, that understanding comes to nothing. It is now

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commonplace for couples and companies to participate in offsite retreats or hire short-term counselors or consultants to transform the relationship or the corporate culture into one of trust.

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In looking closely at the effects of mistrust, such as insidious office politics that can sabotage a company's efficiency, Solomon and Flores demonstrate how to move from naïve trust that is easily...

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Building Trust In Business, Politics, Relationships, and Life Robert C. Solomon and Fernando Flores. In Building Trust, Robert C. Solomon and Fernando Flores argue that trust is not

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something that simply exists from the beginning, something we can assume or take for granted; that it is not a static quality or "social glue." Instead, they assert that trust is an emotional skill, an active and dynamic part of our lives that we build and sustain with our promises and commitments, our emotions ...

Building Trust - Robert C. Solomon; Fernando Flores ...

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Life, Oxford University Press, 2001. From the cover of the book: In business, politics, marriage, indeed in any significant relationship, trust is the essential precondition upon which all real success depends. But what, precisely, is trust? How can it be achieved and sustained?

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Building Trust: In Business, Politics, Relationships, and Life ... My personal vision is to bring trust back into the business world; to build trust in business, relationships, and life. I am sick and tired of dealing with companies and people that don't do what they say they are going to do. I don't want to hear another excuse, story ...

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Building trust is imperative when it comes to making sales and conducting business. It doesn't matter how good your products or services are if people don't trust you to execute. And chances are, if you are falling short on developing trust, your services and products probably aren't as good as they could be anyway.

7 Ways to Build Trust in a Business Relationship & Make ...

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