

Developing Trust

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Seafood Directions

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Savage Chickens

by Doug Savage





Developing Trust

- **The importance of relationships**
- **Acknowledge the legitimacy of others' views**
- **Taking the long term view**



Developing Trust

- **Listen to what people are saying – be respectful**
- **Don't guess what is important to them**
- **Invest in the relationship**

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- **See the other person's perspective**
- **Focus on commonalities rather than differences**
- **Look for the partnership opportunities**



Developing Trust

- **Front up to the past**
- **Focus on the future**



Developing Trust

- **Take the time to get to know the others at the table**
- **They have aspirations and concerns**
- **They are not the enemy**



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