

P.
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360° LEADERSHIP

HOW MUCH

DO OTHERS REALLY
TRUST YOU



Two Vital Parts to Trust



Affective Trust

Affective trust is the emotional part of trust. It reflects how well you are able to create mutually-based concern for and with others, and how well you create bonds with others that feel solid and authentic.

This is your **leadership character.**



Cognitive Trust

Cognitive trust is the rational part of trust that causes others to feel you are reliable, dependable, and competent.

This is your **leadership competence.**

CHARACTER

Affective (Emotional) Trust

Connection - the ability to connect well with others

Transparency - authentic, forthright, candid

Intent - holding positive intent/regard

Respect - respecting others and self

Integrity - consistent, congruent in relating to others

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COMPETENCE

Cognitive (Rational) Trust

Capability - capable of doing the work

Commitment - committed to doing the work

Accountability - able to hold self and others accountable

Performance - able to perform consistently and at a high standard

Results - able to produce appropriate results



As you review this list...
What do you celebrate about your own leadership?
Where are your growing edges?
And would others say the same?

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Helping Top Executives *and their* Organizations
MAXIMIZE POTENTIAL

SPEAKER. EXECUTIVE COACH. AUTHOR. CORPORATE TRAINER.

