

TRUSTWORKS **BOOK QUIZ**

HOW TRUSTWORTHY DO YOU THINK YOU ARE?

Becoming a master of trust begins with examining your own behaviors in the four domains of trust: **Able, Believable, Connected, and Dependable**. Using the response legend to the right, complete the following self-assessment. Submit your responses to discover your strengths—as well as the areas where you can improve.

Response Legend:

- H - Hardly ever
- S - Sometimes
- O - Often
- V - Very often
- A – Always

A - Able

When you demonstrate competence and skills, you are ABLE, which builds trust.

Below are some statements about your **ability**. Think about your behaviors in a specific role—at home as a parent, spouse, sibling, roommate, or friend; at work as a manager or individual contributor; or in the community as a leader or volunteer. In this role, how often do you behave in each of the listed ways? Choose one response that best describes your behavior.

1. Get quality results:

H S O V A

2. Solve problems:

H S O V A

3. Am highly skilled:

H S O V A

4. Am good at what I do:

H S O V A

5. Have relevant experience:

H S O V A

6. Use my skills to assist others:

H S O V A

7. Strive to be the best at what I do:

H S O V A

B - Believable

When you act with integrity, you are BELIEVABLE, which builds trust.

Below are some statements about your **believability**. Thinking about the same role you chose to analyze for the ABLE area of trust, how often do you behave in each of the listed ways? Choose one response that best describes your behavior.

8. Keep confidences:

H S O V A

9. Admit when I am wrong:

H S O V A

10. Am honest:

H S O V A

11. Avoid talking behind people's backs:

H S O V A

12. Am sincere:

H S O V A

13. Am nonjudgmental:

H S O V A

14. Show respect for others:

H S O V A

C - Connected

When you care about others, you are CONNECTED, which builds trust.

Below are some statements about your **connectedness**. Thinking about the same role you chose to analyze for the ABLE and BELIEVABLE areas of trust, how often do you behave in each of the listed ways? Choose one response that best describes your behavior.

15. Listen well:

H S O V A

16. Praise others' efforts:

H S O V A

17. Show interest in others:

H S O V A

- 18. Share about myself:
H S O V A
- 19. Work well with others:
H S O V A
- 20. Show empathy for others:
H S O V A
- 21. Ask for input:
H S O V A

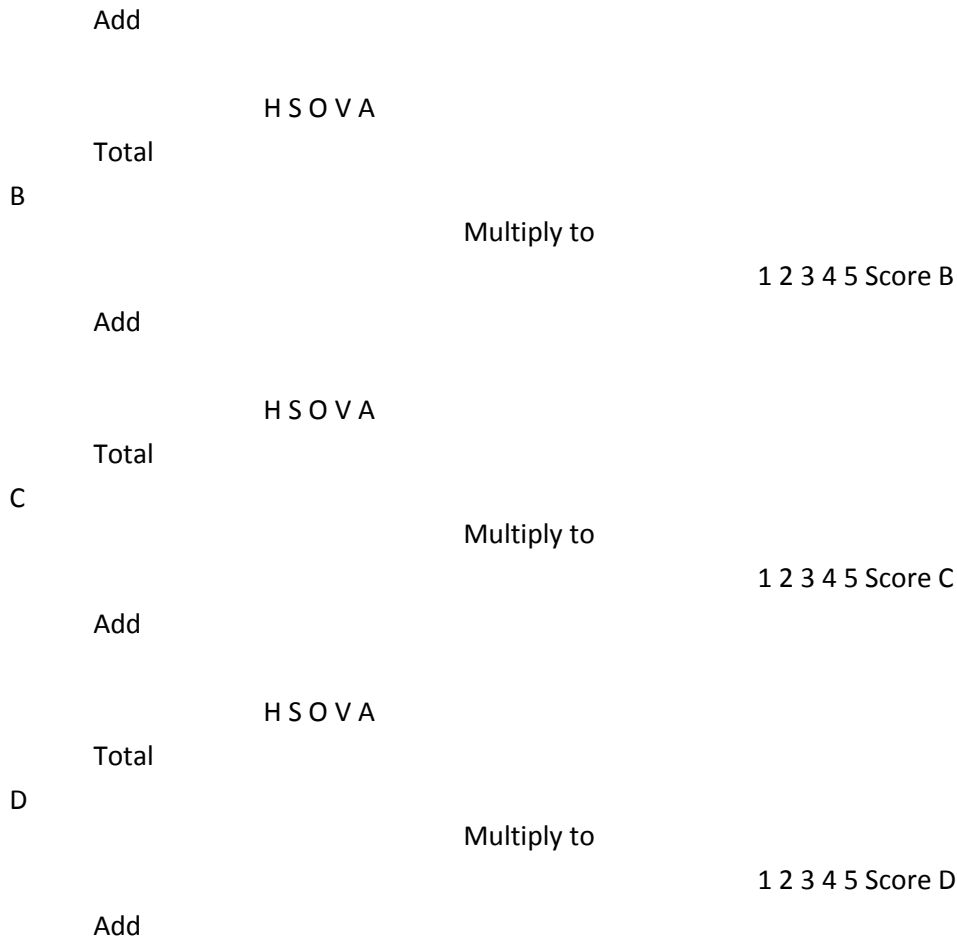
D - Dependable

When you maintain reliability, you are DEPENDABLE, which builds trust. Below are some statements about your **dependability**. Thinking about the same role you chose to analyze for the ABLE, BELIEVABLE, and CONNECTED areas of trust, how often do you behave in each of the listed ways? Choose one response that best describes your behavior.

- 22. Do what I say I will do:
H S O V A
- 23. Am timely:
H S O V A
- 24. Am responsive to requests:
H S O V A
- 25. Am organized:
H S O V A
- 26. Am accountable for my actions:
H S O V A
- 27. Follow up:
H S O V A
- 28. Am consistent:
H S O V A

Thank you for taking our Trust quiz. You can view your results below. **Your Trust Quiz Results Score:**

	H S O V A	
Total		
A		
	Multiply to	
		1 2 3 4 5 Score A



The following scoring legend will give you an idea how strong you are in each element of the ABCD Trust Model™

Scoring Legend

33-35 = Outstanding! You've mastered this area.

30-32 = Good. You're on the right track.

27-29 = Average. Keep working at it.

Below 27 = Pay attention! There's lots of room for improvement here.

To find out how to boost your score—or build trust in a relationship where it's lacking—order your own copy of *Trust Works! Four Keys to Building Lasting Relationships*.