

GREENBANK VIRTUAL WORKSHOPS

Becoming a Trusted Advisor



Becoming a Trusted Advisor

This 1-hour interactive virtual workshop focusses on the topic of trust and how to become a Trusted Advisor to your colleagues, your stakeholders, or your clients.

Why this topic?

Trust is the foundation stone for all successful working relationships. Whether you are a consultant, a salesperson, a project manager or a manager, there will be times when it is both commercially useful and personally rewarding to develop a 'Trusted Advisor' relationship with others.

If you have been fortunate enough to have had a Trusted Advisor, you will know the benefits you have gained from that relationship – but turning this around, what are the tangible benefits if *you* are considered to be a Trusted Advisor by your clients, colleagues or key stakeholders? And what do you need *to do* to reap these benefits?



Trust may seem to be a very abstract concept – you either have it or you don't. It can be challenging to describe and therefore difficult to know exactly how to develop it. This workshop makes the intangible tangible and helps participants to develop a clear, pragmatic plan to build greater trust with others.

Workshop Agenda

- Understanding the real, tangible benefits of high trust and being a Trusted Advisor
- Introduction to the Trust Equation – the 4 elements of trust
- Applying the Trust Equation to an individual relationship where you want to develop greater trust
- Strategies and tactics to increase trust with a key stakeholder, colleague, or client

The workshop is led by a Greenbank Partner and will be highly interactive with group discussion, individual work, and small group exercises. The ideal number for the workshop is 6-10 people so there will be plenty of opportunity to ask questions and get involved.

Please [contact Ian & Judith Hirst](#) if you would like to know more about this workshop