

How Trustworthy Do You Think I Am?

On the following page are some statements about my behaviors. Thinking about my behavior in a specific job or role, please indicate how often you see me engage in each of the listed actions by circling one response (H, S, O, V, or A) that best describes my behavior. I invite you to be candid. The value of this assessment depends entirely on your willingness to respond openly and honestly to the statements.

H = Hardly ever

S = Sometimes

O = Often

V = Very often

A = Always

ABLE

DEMONSTRATE COMPETENCE AND SKILLS

- | | |
|---------------------------------------|-----------|
| 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 |

BELIEVABLE

ACT WITH INTEGRITY

- | | |
|---|-----------|
| 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 |

CONNECTED

CARE ABOUT OTHERS

- | | |
|-----------------------------|-----------|
| 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 |

DEPENDABLE

MAINTAIN RELIABILITY

- | | |
|-----------------------------------|-----------|
| 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 |

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

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.

Questions to Ponder

Take a look at your scores and ponder the following questions:

1. In which element(s)—A (*Able*), B (*Believable*), C (*Connected*), or D (*Dependable*)—did you score highest?
2. In which element(s) did you score the lowest?
3. Did your results surprise you?