

John Foley Program Trust

Picture this: two jets, on a collision course, 1000 mph rate of closure, and the goal is to miss the other jet by a wingspan. An extreme trust makes this maneuver possible, and when that relationship and process is transposed onto the world of business, the results are incredible.

How would your teams perform if there was complete inherent trust in each other and the organization? Implicit contracts are all around us. They bind our world together, and they are part of the natural fabric of any business.

Research shows that vocalizing contracts and establishing them in a formal agreement can lead to increased productivity because both employees and managers recognize the risk inherent in breaking trust contracts.

Acknowledging and improving these agreements can have substantial positive effects. Because contracts permeate the entire organization, turning your attention to them has the ability to elevate both trust in individuals and teams.

Contracts present an opportunity to build trust. Trust is well known as a necessary component—if not the most important variable—of successful teams.