Building Capacity in Your Team One By One

I. Establishing Trust
   A. Three Types of Trust
      1. __________________________ 2. ___________________________ 3. ___________________________
   B. Relational Trust
   C. Facets of Trust

One Key Take-Away:

II. Discovering Individual Strengths
   A. Identifying Individual Strengths
      Resource:
   B. Leveraging Individual Strengths  (Talent X Investment = __________________________)

One Key Take-Away:

III. Monitoring Performance
   A. Setting Clear Expectations for Performance

   B. Providing On-Going Feedback
      1. __________________________ 2. ___________________________ 3. ___________________________
      4. __________________________ 5. __________________________

One Key Take-Away:

IV. Empowering Others
   A. Definition:
   B. The Power of the Paraphrase – Giving others back their __________________________
   C. The Power of the Question – Helping others define their __________________________

One Key Take-Away: