

## **Ethics to a “T”—Trust and Truth**

### **Timed Agenda**

I.	Welcome and Introduction	5 min.
II.	Building Trust	15 min.
	a. Exercises to discuss how we build trust	
	b. How lies break trust	
III.	What Is Truth?	15 min.
	a. How relationships are based on truth	
	b. The importance of trust	
	c. Barriers to demonstrating trust	
IV.	Case Studies	15 min.
	a. When facing a difficult situation, finding ways to satisfy competing needs	
	b. How a breach of trust can negatively impact future business relationships	
V.	Conclusion	5 min.