

The Upward Spiral

Building Trust and Collaboration

A working session for professionals & leaders



More and more professionals recognize the power of trust and collaboration. They know that teams that trust each other move faster, make better decisions, recognize risks, see more opportunities and produce better results than those that don't.

But all too often, we find ourselves caught in cultures of distrust, where individuals and teams hold back or let each other fail, creating a downward spiral of cynicism and poor performance where nobody wins.

What can we do to improve trust and collaboration in our unique situations?

- How do we reverse downward spirals?
- What do we do when people do not agree that trust is the issue?
- What if key players cannot agree to meet or invest the time?

Based on 20 years' experience advising professionals and executives, *The Upward Spiral* provides you with practical strategies for mobilizing trust, collaboration and results in situations like these.

Please join us for this interactive working session where you will develop a 30-day plan for addressing a trust-related challenge with your team, your peers, your clients, or your leader.

No one in the world is better than Elizabeth Doty at creating the conditions for upward spirals of trust, collaboration and excellence.
- Roy Shapiro, Harvard Business School



Elizabeth Doty is the founder of WorkLore, a leadership consulting firm. Organizations such as Cisco and Stanford University hire her to help them build cultures of trust, commitment and action. Elizabeth is the author of *The Compromise Trap: How to Thrive at Work without Selling your Soul*. She has given speeches and workshops at The Commonwealth Club of San Francisco, the OD Network, and the Business Ethics Network. She earned her MBA from the Harvard Business School.



Houston, TX

March 1, 2012

9am - 3pm, Magnolia Hotel
1100 Texas Avenue, Houston

Session Outline

9AM

- The Dynamics of Trust
- Understanding Downward Spirals
- Why Our Usual Approaches Fail
- The 3-Step Action-Signal Strategy

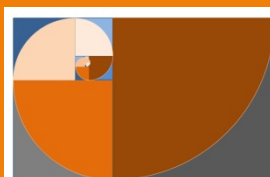
LUNCH

- Analyzing Your Situation
- Choosing Your Tactics
- Practice & Refinement

3PM

Participant Takeaways

- 5 Downward Spiral Danger Signs
- 3-Step Strategy for Increasing Trust & Collaboration
- Situation Assessment Worksheet
- Trust-tactics Reference Guide
- 30-Day Plan of Action



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Register Now!

Very Special Houston Premier Rate
\$105 per person

Includes materials, lunch, and parking

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