

The Trusted Advisor Fieldbook A Comprehensive Toolkit For Leading With Trust

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The Trusted Advisor Fieldbook is even more practical-and instructive-on how to develop trustworthiness, both in yourself and your organization." -Tom Peters, coauthor of In Search of

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Excellence Über den Autor und weitere Mitwirkende. Charles H. Green is founder and CEO of Trusted Advisor Associates. The author of Trust-Based Selling and coauthor of The Trusted Advisor, he is a noted speaker on trust in sales, within organizations, and in external business relationships.

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4 The Trusted Advisor Fieldbook Fundamental Truth 3: Trust Is about Relationships That trust is about relationships seems an obvious point. Yet many people in business slip all too easily into self-absorption by focusing in ways that take their attention away from the person whose trust they are looking to gain.

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The Trusted Advisor

The “advisor” aspect of “trusted advisor” serves a critical business function: fulfilling the promise of providing expertise in a way that makes a difference. Effective advice-giving is part art, part science, and mostly nonrational.

The Trusted Advisor Fieldbook - The Get Real Project

The Trusted Advisor Fieldbook is superbly written and structured and very comprehensive. It looks at trust-based marketing, networking, business development and relationship building - pitching, pricing, cross-selling, selling to the C-Suite are all covered. There is a section for leaders on building and running a trustworthy organisation - how to train and develop a culture of trust.

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The Trusted Advisor by David H. Maister outlines the attributes necessary in order to be a successful and trustworthy advisor to the clients. In the novel, Maiser constructs orderly lists of characteristics that are required in maintaining a strong reputation and relationship.

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