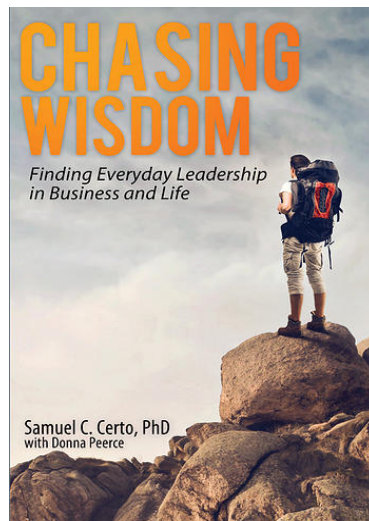


# STUDY GUIDE

## Chapter 10: Trust



YOUR NAME: \_\_\_\_\_

YOUR EMAIL ADDRESS: \_\_\_\_\_

NOTE: Study Guide is copyrighted by Dr. Samuel C. Certo. Permission to use the material can be requested by emailing Dr. Certo. Also, Dr. Certo would like to recognize the valuable contribution to the material in this chapter made by Brigitte A. Martin, Dentist, Advanced Dental Care, Mt. Dora.

# Trust

(Chapter 10)

Directions: You have now finished reading “Trust” – the tenth chapter in *Chasing Wisdom: Finding Everyday Leadership in Business and Life*. The following activities will help you to review and internalize key points within the chapter. Performing these activities thoughtfully will help you to chase wisdom effectively on your journey to becoming a wiser leader. You will surely enjoy the video exercise: “**Out of the Box Thinking... Jim Carey as Fletcher Reed Needs to Lie.**”

## Exercise 1: Opening Verse (p. 237) – Fill in the Blanks

Those who trust in \_\_\_\_\_ are \_\_\_\_\_, but those who walk in \_\_\_\_\_ are kept \_\_\_\_\_.

Proverbs 28:26 (NIV)

What does this verse mean?

How can you use the meaning of this verse to help you become a wiser leader?

**Exercise 2. The Adventure of the Pocketer (p. 237)**

What is the main lesson you've learned from Brian's Adventure of the Pocketer about YOU becoming a wiser business leader?

**Exercise 3. What is trust? (p. 240)**

Trust is the firm \_\_\_\_\_ in the \_\_\_\_\_ of something or someone.

Describe wise leadership based upon YOUR understanding of trust.

**Exercise 4. Key Quote (p. 240)**

*“Leaders taking action like downsizing for selfish reasons, making arbitrary decisions, or disciplining unfairly lead employees to becoming cynical about leaders, and as a result, developing mistrust for them.”*

What can you do to become a wiser leader based upon this quote?

**Exercise 5. Question for Reflection (p. 245 )**

Explain the significance of “trust, but verify”?

**Exercise 6. What Else (entire chapter)**

What other advice based upon this chapter will help you to be a wiser leader?

**Exercise 7. Out of the Box Thinking:**  
**Jim Carey as Fletcher Reed Needs to Lie**

“LIAR LIAR” is film about Fletcher Reed (played by James Carey) who built a successful career as a lawyer by lying. He also habitually makes promises to his son, Max, that turn out to be lies. On his birthday, Max wishes that his father couldn’t lie anymore. When the wish comes true and Fletcher can’t lie, there are hilarious consequences. The video for this exercise shows Fletcher asking his son to take away the wish so that he can lie again. After all, Fletcher says, grownups must lie to survive in the world.

*Click this box to view an interview highlight:*

Fletcher Tells Max that Grownups Need to Lie to Survive

After viewing the video, thoughtfully respond to the following question(s):

*What do you think of Fletcher’s message to Max?*

*Discuss a situation in work or life in which it was hard for you to tell the truth. Why was it hard?*

**Exercise 8. YOU and Your Chase (p. 251)**

Review the “tips” in this section for becoming a wiser leader. Which “tip” seems most relevant for YOU in your business or life situation?

Why?

If you can think of a “tip” not in this section, please share it.

**Exercise 9. Just a Few Facts**

Fill in your answers below in the blank spaces. Check your answers on the next page.

1. \_\_\_\_\_ is \_\_\_\_\_ or \_\_\_\_\_ about the reliability of something or someone.
2. Wise leaders focus on developing \_\_\_\_\_ - organizations characterized by significant levels of trust among all organization members.
3. Wise leaders trust God \_\_\_\_\_.
4. \_\_\_\_\_ builds trust.
5. \_\_\_\_\_ is interest in others.
6. When a leader has genuine \_\_\_\_\_ for employees, the employees are inclined to \_\_\_\_\_ the leader.
7. Wise leaders show they are reliable, honest, and trustworthy by honoring their word.

True \_\_\_\_\_ False \_\_\_\_\_ (mark correct answer with an “x”)

**Answers:**

**Exercise 1. Opening Verse: Themselves, fools, wisdom, safe**

**Exercise 3. What is trust? Belief, reliability**

**Exercise 9. Just a Few Facts**

- 1. Mistrust, suspicion, doubt (p. 240)**
- 2. High, trust, organizations (p. 242)**
- 3. Completely (p. 243)**
- 4. Honesty (p. 246)**
- 5. Concern (p. 250)**
- 6. Concern, trust (p. 230)**
- 7. T (p. 255)**