

Trust to be trusted

The stakes

Trust is a mutual feeling. The more someone trusts us, the more likely we are to trust them. Conversely, it is very difficult to trust someone who is wary of us. Imagine a colleague who asks you to confirm everything you say in writing, "just in case." Would you be inclined to trust that same person, when in turn you may have cause to rely on him? However, the propensity to trust is eminently variable from one person to the next. Personality, past experiences and personal issues play a big role. To inspire trust more easily, you are thus advised to develop your own ability to trust others.

Three personal factors conducive to trust

Three dimensions influence our propensity to trust others.

Some people spontaneously take the risk of granting their trust, based on the **assumption that normally, things should go well**. Conversely, others minimize the risks by granting their trust only once they have received proof that it is merited. The former tend to inspire the trust of those around them more easily than the latter.

Develop your tolerance for risk:

- Become aware that your own fear of risk, rather than the risk represented by the other person, may be the reason you hesitate to grant your trust.
- Grant your trust little by little on low-stakes issues to gradually get used to the risk of trusting others. The more you observe that this works, the easier it will become.

Some people are inclined to trust others because they feel that they will be able to deal with any problems that arise. Others tend to see the outside world as a potentially hostile and dangerous environment. The latter grant their trust with greater reticence and are themselves trusted less in turn.

Develop your assertiveness:

- Recognize that your wariness may be caused by a lack of self-confidence, rather than a lack of confidence in the other person.
 - Ask yourself how a self-confident friend or acquaintance would react in the same situation? Would that person grant their trust?
 - Look at your past experiences.
 Were you ever right to trust someone, even though this decision didn't turn out well? What were you able to do to minimize the consequences?

Tolerance Selffor risk confidence

Perception of control

Some people **consider it their responsibility to influence what happens to them**.. They feel that it is natural to bear the risks that come with granting their trust. Others tend to accept things as they come. The latter are more reticent to accord their trust, because this makes them vulnerable.

Reinforce your perception of control:

- Make a list of choices available to you if your trust is betrayed. Plan possible backup solutions to reassure yourself.
- Distinguish what you have to power to control or not. You will probably observe that
 you have much more control than you originally thought.