



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.

