**Building Trusting Relationships Points**

* Today’s workshop is based on excerpts from the book by Peter Block, *The Empowered Manager – Positive Political Skills at work.*
* The workshop is being delivered by Designed Learning, a Peter Block company.
* The workshop is designed to help you evaluate the quality of your relationships and make plans to have conversations that will improve the relationship by building trust.
* While all relationships are complex and can be difficult to manage, we can simplify the quality of the relationships by looking at the dimensions of Trust and Agreement.
* Once you look at the quality of your relationships through the Trust/Agreement lens, you can plan your conversations to directly and compassionately improve the relationship.
* In this workshop, you will explore the many facets of Trust and sort your specific relationships by the amount of Trust and Agreement that are present.
* You will use your new insights about your relationships to plan and practice a conversation with a key person in your work life.

**Leader/Sponsor Talking Points**

* Thank participants for accepting the invitation to attend.
* Explain why you have decided to sponsor the workshop and how you expect it to support the work of the participants in the session.
* Share your own challenges and opportunities with building trusting relationships. What’s worked and what hasn’t worked?
* Encourage participants to make full use of the learning experience by limiting distractions, asking questions, and sharing their experiences.
* Invite participants to share key takeaways and feedback with you and/or their immediate supervisor and Designed Learning via course evaluation.