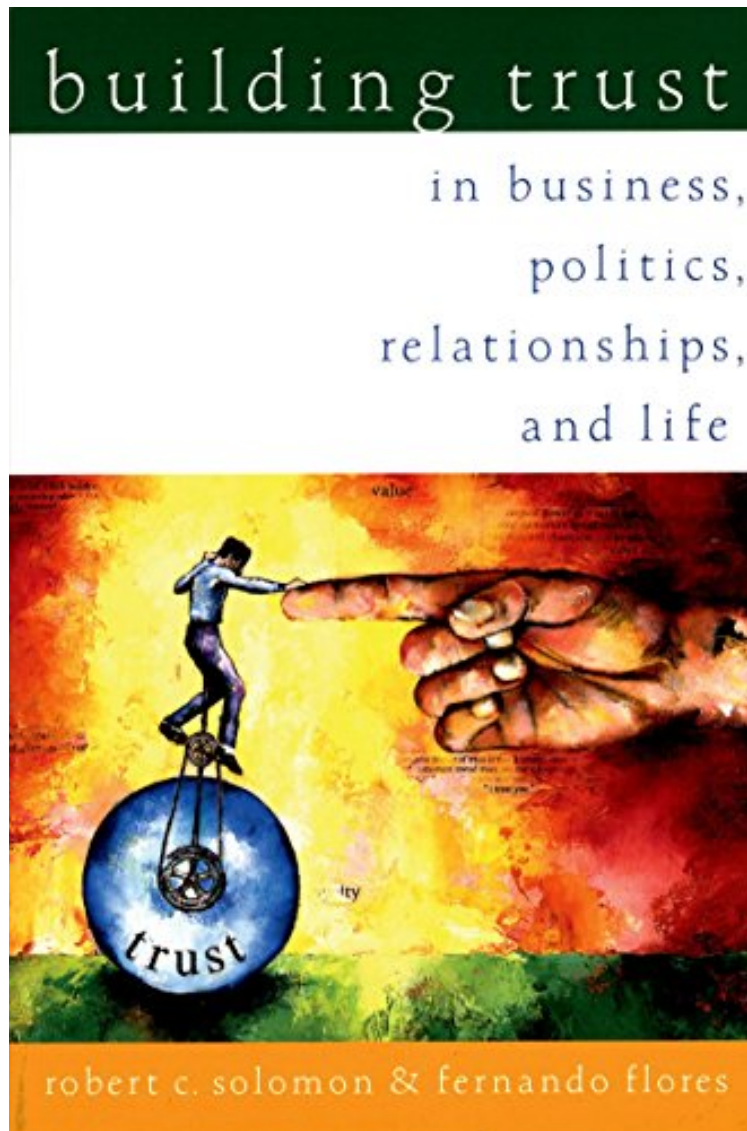


Building Trust: In Business, Politics, Relationships, and Life

Robert C. Solomon, Fernando Flores
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Robert C. Solomon, Fernando Flores : Building Trust: In Business, Politics, Relationships, and Life before purchasing it in order to gauge whether or not it would be worth my time, and all praised Building Trust: In Business, Politics, Relationships, and Life:

0 of 0 people found the following review helpful. A really deep dive into trust...By Dr. Fred BlumI'm about half way into this fairly short but very deep book. Authors Solomon and Flores guide us into an exploration of trust that goes deeper than I've seen anywhere else. They challenge the reader to move beyond simple or blind trust toward authentic trust... a trust that is created and tested in each moment. Where nothing is assumed or guaranteed and everything becomes an opportunity for deeper relationship. This book is challenging to be sure, but well worth the effort.1 of 1

people found the following review helpful. I was not disappointed. in the first page and a half I ...By CustomerI have had the privilege to have had dr flores as a teacher. I bought the book because he was a master of trust. I was not disappointed. in the first page and a half I saw why my marriage failed. she could not be trusted with money. it poisoned the rest of our relationship.0 of 0 people found the following review helpful. Highly valuable knowledge for business and personal relationshipsBy Ernest StamboulyMy brother recommended this book to me in the context of a business program we were part of in 2009. I had read it back then, but reading it again in the context of a real situation where trust was at stake in a business relationship had me "grab" the knowledge this book offers, and absorb it differently than casual reading: more meaningfully and with much urgency.In another instance, a highly-esteemed business colleague found himself in one of those "sticky" situation where deeper thinking and reflection about trust was needed to be resolved with events surrounding his business partnership. I mentioned this book to him. He read it and reported that he found it highly valuable and applicable, and that he will make use of what he learned in his immediate situation, and likely in many future ones.Like an earlier reviewer wrote: "... it provides rich distinctions that have inspired me to be a different observer of trust." And indeed, to move into richer and more valuable and effective relationships -- and more complex ones in business -- we must move beyond the simple and two-valued orientation of the common understanding of trust: That's whether we trust someone or not.The section in the book I found useful in a way that made a difference in my life and my work is about self-trust and emotional self-trust. It's taking a reflective posture into moods, emotions and how we can easily be "on automatic" in reactions, impulsive assessments, and "how we are in the world" in difficult situations, be it business or personal, especially when trust is at stake.At work, only by accepting that our work could be improved (that we don't know, or not always 'right') by the input of others is a sign of self-trust. Being defensive or getting offended by the charge of imperfection is a sure sign of its absence.The knowledge in this book is super important for the sake of taking good care of others whose relationships we value, as much as it is to take care of ourselves and our own.This is for sure mature reading, and I highly recommend it to anyone seeking to improve their relationships, value to others, and ability to progress and mature powerfully in life.

In business, politics, marriage, indeed in any significant relationship, trust is the essential precondition upon which all real success depends. But what, precisely, is trust? How can it be achieved and sustained? And, most importantly, how can it be regained once it has been broken?In *Building Trust*, Robert C. Solomon and Fernando Flores offer compelling answers to these questions. They argue that trust is not something that simply exists from the beginning, something we can assume or take for granted; that it is not a static quality or "social glue." Instead, they assert that trust is an emotional skill, an active and dynamic part of our lives that we build and sustain with our promises and commitments, our emotions and integrity. In looking closely at the effects of mistrust, such as insidious office politics that can sabotage a company's efficiency, Solomon and Flores demonstrate how to move from na?ve trust that is easily shattered to an authentic trust that is sophisticated, reflective, and possible to renew.As the global economy makes us more and more reliant on "strangers," and as our political and personal interactions become more complex, *Building Trust* offers invaluable insight into a vital aspect of human relationships.

"This is a book about trust that you can trust to be comprehensive, creative, and interestingly iconoclastic. Solomon and Flores argue that trust sustains all forms of human relationships. They claim that without trust--Hobbes would have been right--life would be nasty, brutish, and short! This concise book alters and adds to the debate on trust, and is a gift and a challenge to its readers."--Al Gini, Associate Editor, *Business Ethics Quarterly*"Trust is easy to break, hard to build, and more important than ever. Our increasingly fluid, network economy depends on trusting relationships. Solomon and Flores offer valuable insights into the subtle dynamics of trust. It's not as simple as you might think, but their treatment of the topic is lucid and intelligent."--Jay Ogilvy, Co-founder and Managing Director, Global Business NetworkAbout the AuthorRobert C. Solomon is the Quincy Lee Centennial Professor of Business and Philosophy at the University of Texas, Austin. His books include *A Short History of Philosophy and Business Ethics*, both published by OUP. Fernando Flores is Presidente, Fundacioacute;n Chile (a Chilean non-governmental organization) and Chairman and CEO of Business Design Associates, Inc.