

There is one thing that is common to every relationship, in every team, family, organization, nation and civilization throughout the world — one thing that is so critical its removal would destroy the most powerful government, the most successful business, the most thriving economy, the most influential leadership, the greatest friendship, the strongest character or the deepest love.

On the other hand, if developed and leveraged, this one thing has the potential to create unparalleled success and prosperity in every dimension of life.

Trust

In the modern workplace, virtual office tools benefit employees and businesses alike — but only if managers trust their employees to produce results outside the bounds of the traditional workspace.

The challenge, then, is figuring out how to build an organization of trust, and what tools are required to sustain that trust.

3 big ideas to build trust in a modern workplace

For a detailed view, watch Steven M.R. Covey present Building Trust in a Modern Workplace:



Video 1: Steve M.R. Covey Webinar, Building Trust in a Modern Workplace

Building trust

- The business and economic case for trust
- Why trust is the critical leadership competency in this new global economy
- How to effectively lead and build an organization of trust
- Tips for establishing trust remotely

Big Idea 1: Trust is an economic driver, not merely a social virtue.

High trust is a dividend, as evidenced by the figures below:

The Trust Tax			The Trust Dividend		
Trust	Speed	Cost	Trust	Speed	Cost
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Competency is comprised of capabilities and results. Therefore, in order to create trust in your organization, one must possess the capabilities to perform and the leadership to produce results.

Additionally, consistency is one of the most important aspects of behavior reliability, predictability, dependability are all variations on the theme that has trust as its melody.

Big Idea 3: Trust is a learnable competency.

As stated in Big Idea 2, trust is a learned function comprised of credibility and behavior. The model for building credibility and exhibiting high-trust behavior is below:

TRUST			
Credibility	Behavior		
4 Core Values of Trust:	3 Behaviors of High-Trust Leaders:		
Character 1. Integrity 2. Intent	 Create transparency Clarify expectations Extend trust 		
Competence 3. Capabilities 4. Results			

Tools required to sustain workforce trust

Citrix solutions make it easy for companies to support and trust employees, allowing work to take place with anyone — anytime, anywhere.

GoToMyPC gives consumers and corporate employees the ability to remotely access and work on their computers from any web browser. This easy and secure service works on PCs and Mac computers, through firewalls and without the need for pre-installed client software.

GoToAssist enables individuals and organizations to provide secure technical assistance to customers and employees online and to remotely monitor and control their IT infrastructure.

GoToMeeting makes it easy for individuals and organizations to meet, present information and demonstrate products in secure online meetings. Its cost-effective subscription model delivers unlimited meetings for one flat fee and includes built-in audio and HD video conferencing.

GoToWebinar brings the power of professional web events to individuals and organizations, allowing them to reach larger audiences more easily and costeffectively than ever before. Users can plan, present and analyze webinars for one flat fee.

Trust is a dividend.

High-trust organizations outperform low-trust organizations by 286 percent in Total Shareholder Return.

GoToTraining enables trainers to conduct online training sessions — including registration, tests and downloadable materials — with participants in any location. Flat-fee rates make it easy and affordable for users to move their training curriculum online.

Contact us

For more information about Citrix solutions that enable trust in the modern workplace, please call 1 888 646 0015.

Resources for achieving business agility

For more white papers, case studies and on-demand webinars, visit news.citrixonline.com/resources.

For best practices, company announcements and research about modern workstyles, please visit the GoTo Blog at blog.citrixonline.com.

Trusted solutions

Video 2: See how an online coaching company builds trust with Citrix solutions.

Without Citrix, it wouldn't have been possible to get to where we are but also where we are going. It's the only way forward.

James Short Founder Goals Group Program







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