

**THE CHALLENGES OF BUILDING TRUST ON VIRTUAL TEAMS**

It's an exciting time to be in a position of impact. Yet with greater demands from global competition and fast-changing technology, even the most talented managers are finding it necessary to rethink and retool in order to effectively manage teams anywhere in the world.

While Virtual Teams offer many advantages, the lack of face-to-face interaction creates its own set of issues. After a decade of research on virtual teams in multinational companies, AIM Strategies® has developed a Trust Audit™. With this tool leaders can understand team members' perspectives, which in turn facilitate communication as a means of building team trust, commitment and accountability.

Using the AIM® Wheel of Trust™ methodology, the Trust Audit assessment helps virtual teams identify and strengthen the level of trust and accountability. Individual team members, using the survey's feedback loop, can hone in on the specific behaviors that facilitate effective working relationships and improve team performance in virtual environments. The Trust Audit is organized into 3 sections:

SECTION 1 - Demographic Questions (approx. 2 minutes to complete)

SECTION 2 - Virtual Team Context Questions (approx. 2 minutes to complete)

SECTION 3 - Trust Audit Questionnaire (approx. 10 minutes to complete)

**WHY USE THE TRUST AUDIT™?**

The most critical challenge is figuring better ways to maintain clear, concise communication among virtual members. The Trust Audit™ instrument is a confidence-building system that enables the entire team to structure their actions in a way that creates and sustains trust in the virtual world.

Participants receive:

- A 10-minute 30 question survey for each team member that reveals how they perceive their interactions and role on the team
- A revealing report based on individual results guaranteed to shift your teams dynamics
- A personal coaching call from an AIM® certified facilitator to discuss results and impact

**WHEN TO USE THE TRUST AUDIT™?**

- When a manager wants to create a stronger, more connected team to attain business goals.
- When the team composition undergoes a major change, for example, when new members join an existing team or when team objectives change
- When team trust is threatened

**THE BENEFITS**

TRUST AUDIT SURVEY	TRUST AUDIT REPORT	PERSONAL COACHING
<ul style="list-style-type: none"> <li>• Conveniently online - all participants receive a personal link</li> </ul>	<ul style="list-style-type: none"> <li>• Breaks team trust in to four different types and illuminates highs and lows for each category</li> </ul>	<ul style="list-style-type: none"> <li>• Both new and seasoned managers can benefit from Yael Zofi's 's 25+ years of experience</li> </ul>
<ul style="list-style-type: none"> <li>• Yael Zofi's proprietary Wheel of Trust™ model put into practice – a confidence-building system that enables teams to increase trust without face-to-face interactions</li> </ul>	<ul style="list-style-type: none"> <li>• Offers practical tips and developmental suggestions to build better: Honesty-Trust Competence-Trust Commitment-Trust Representation-Trust</li> </ul>	<ul style="list-style-type: none"> <li>• Gain strategies that will increase team cohesion and increase productivity</li> </ul>
<ul style="list-style-type: none"> <li>• Easy to use and applies to any organization or field</li> </ul>	<ul style="list-style-type: none"> <li>• Provides debrief questions for self reflection and action planning</li> </ul>	<ul style="list-style-type: none"> <li>• Walk away with an action plan to ensure enhanced team performance</li> </ul>

**RELATED PRODUCTS & SERVICES**

- [A Manager's Guide to Virtual Teams](#)
- [ACT™ Executive Coaching Services](#)

Contact AIM Strategies® via email: [info@aim-strategies.com](mailto:info@aim-strategies.com) or call 718-832-6699 schedule an initial consultation and learn more about our coaching and advisory services



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