



# Bengt Gejrot

## Trust - the key to success

Bengt Gejrot is an enthusiast with a passion for developing people to their full potential. For 20 years, he has lectured and inspired 10,000's of people, and he also leads programs designed to enhance communication skills. No matter where you are in an organization, there is a need to build confidence.

In the lecture TRUST – THE KEY TO SUCCESS it becomes clear how vital it is to build trust if you want to succeed. When someone trusts us many doors open that would otherwise remain closed. Confidence is closely linked to our ability to listen. Therefore Bengt develops, in a very concrete way, how you can develop your ability to listen actively. After having studied and worked with the tools from the lecture, you will first developed your understanding of what creates trust and more importantly develop your ability to create trust.

The goals of the lecture

- In-depth knowledge of how trust functions as the foundation of all relationships.
- Increased knowledge when active listening is utilized.

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## Insikt - Coaching Questions

1. List three ways in which we can act in order to create greater personal confidence.
2. What do we do that affects confidence negatively, and how can we act to prevent it?
3. Are we good listeners? On a scale of 1-10, where are we now? How can we get to 10?