



OSEEC: The Open-source Social Engineering Education Course



Unit B - Dreeke

Week 7 - Day 2

Part 2, Sections 5-6



PART II

The Four Steps to Inspiring Trust

1. Align Your Goals

You'll achieve the power that only combined forces can attain.

2. Apply the Power of Context

People only trust those who know them: their beliefs, goals, and personalities.

3. Craft Your Encounters

Creating the best possible environment for every interaction sets the stage for success.

4. Connect

Speak the language that everyone wants to hear: the one that focuses on them, and their needs.



Section 5

Step 1: Align Your Goals

"That doesn't mean that my specific goals need to be yours. Everybody's different, so everybody's goals are different. But when a leader sets a goal that serves a whole group, and stays true to the Code of Trust, teams are easy to lead, and plans are easy to make."



Section 6

Step 2: Apply the Power of Context

"Your own story—including how you like to be addressed, and how you can effectively address others—is going to help you take the critically important second Step of trust building: understanding how to communicate with people within their context, not yours, in order to inspire their trust, and make them happy to align their missions with yours."



DISC system:

- Direct, Task-Oriented Communicators.
- Direct, People-Oriented Communicators.
- Indirect, Task-Oriented Communicators.
- Indirect, People-Oriented Communicators.

“Reflection:

CSI CHECKLIST

DIRECT VS. INDIRECT THE TYPE OF COMMUNICATOR YOU ARE	
A DIRECT PERSON	AN INDIRECT PERSON
<input type="checkbox"/> Takes risks with relish.	<input type="checkbox"/> Avoids risks whenever possible.
<input type="checkbox"/> Makes swift decisions.	<input type="checkbox"/> Makes decisions thoughtfully.
<input type="checkbox"/> Is confrontive and expressive.	<input type="checkbox"/> Is nonconfrontive and ameliorative.
<input type="checkbox"/> Is impatient and relentless	<input type="checkbox"/> Is patient and easy going.
<input type="checkbox"/> Talks and tells.	<input type="checkbox"/> Listens carefully and asks questions.
<input type="checkbox"/> Is outgoing and entertaining.	<input type="checkbox"/> Is reserved and appreciative.
<input type="checkbox"/> Offers opinions freely.	<input type="checkbox"/> Guards opinions carefully.
Number of direct descriptors: _____ Number of indirect descriptors: _____ Number of completely equal descriptors: _____	

CSI CHECKLIST

TASK-ORIENTED VS. PEOPLE-ORIENTED THE TYPE OF COMMUNICATOR YOU ARE	
A TASK-ORIENTED PERSON	A PEOPLE-ORIENTED PERSON
<input type="checkbox"/> Is formal and proper.	<input type="checkbox"/> Is relaxed and warm.
<input type="checkbox"/> Favors facts and statistics.	<input type="checkbox"/> Likes opinions and nuance.
<input type="checkbox"/> Focuses on projects.	<input type="checkbox"/> Focuses on performances.
<input type="checkbox"/> Keeps feelings private.	<input type="checkbox"/> Readily shares highs and lows.
<input type="checkbox"/> Focuses on time and deadline.	<input type="checkbox"/> Values flextime and workarounds.
<input type="checkbox"/> Loves logic and linear thinking.	<input type="checkbox"/> Factors-in feelings and intuition.
<input type="checkbox"/> Lives by plans and goals.	<input type="checkbox"/> Is spontaneous and freewheeling.
Task-Oriented descriptors: _____ People-Oriented descriptors: _____ Completely equal descriptors: _____	



Exercise:

Define your 'ultimate goal'.

Make it clear, concise and write it down.

It can and will probably change. That's okay.

Start finding ways to align your goals with others.



The Innocent Lives Foundation



www.innocentlivesfoundation.org



Thank You!

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