Trust-Distance Matrix

Assessing the cost of distance in business relationships.



Less-value generating in actuality than its potential. Get closer.

A purposeful relationship based on mutual respect: highly productive.

Alignment

Distant

Low influence, poor outcomes.

Unproductive relationships, competitive, with unpredictable happenstance outcomes.

Weak

Adapted from <u>Leadership Levers</u> by Diana Jones.



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