



# TURF, TRUST AND COLLABORATION WORKSHOP CANVAS

This planning canvas is designed for you to take notes during the Turf, Trust and Collaboration workshop. You can use the planning canvas to note those exercises and points which resonated with you and plan your next steps.

## TURF, TRUST AND COLLABORATION: KEY THEMES

### TURF DEFINED:

- The space between working together and working in isolation.
- Mechanisms to protect ourselves and our organizations from perceived threats.
- Potential responses: Fight, Flight, Work

### THE FIVE WAVES OF TRUST:

- Self Trust
- Relationship Trust
- Organizational Trust
- Market Trust
- Societal Trust

### THE NEUROSCIENCE OF TRUST:

STATUS: Relative importance to others  
 CERTAINTY: Ability to predict the future  
 AUTONOMY: A sense of control  
 RELATEDNESS: A sense of safety  
 FAIRNESS: A perception of fair exchange

### WAYS TO BUILD TRUST:

Talk straight	Confront Reality
Demonstrate Respect	Clarify Expectations
Create Transparency	Practice Accountability
Right Wrongs	Listen First
Show Loyalty	Keep Commitments
Deliver Results	Extend Trust
Get Better	Others?

## DEALING WITH TURF

Consider a collaborative effort where you play a role. How does this collaborative deal with Turf issues?

Fight - Using energy against others and group leaders	Flight – draining energy out and diverting attention	Work - providing a catalyst for group members to address an issue
Dealing with Turf Issues		

What did you learn?

## GUT CHECK

Trust is multi-dimensional. Trust starts with us believing and trusting ourselves and then resonates out to the relationships that we build with others.

We are more successful when we practice trust building actions.

Repairing trust when it is broken, also requires us to be present and acknowledge our role in the reparation process.

## WAYS TO BUILD TRUST

What strengths do I have? Where are my weaknesses or blind spots?

STRENGTHS

BLIND SPOTS

## SIMPLE TOOLS TO PRACTICE

Note one to three tools which resonated most with you? What do you want to explore further?

## NEXT STEPS FROM TODAY

What three points resonated most with me?	What would I like to do with what I have learned today?
1.	
2.	
3.	

## YOUR ROADMAP FOR BUILDING TRUST

What are your next steps? What are you willing to test and try? What changes do you hope to build into your community changemaking practice?

## OTHER THOUGHTS AND REFLECTIONS