

# Trust Simulation



## About the simulation

Trust simulation is designed to provide scenarios for participants to influence and build trust with external stakeholders. It focuses on Relationship Styles, Power Maps, and Trust building capabilities. The simulation puts the participant in the role of an account manager who is required to gain the trust of a client, and build a better relationship with the client than the competitor, to win a deal.

Relationship Styles help the participant understand what drives the stakeholder to be influenced, and Power Maps aid in identifying the relationships amongst the stakeholders.

### Competencies addressed

- Collaboration
- Building Trust
- Relationship Styles
- Understanding Networks
- Client Centricity

### Analytics

- Style Identification Capability
- Trust Meter
- Range of Relationship Styles

### Recommended for

- First Time Managers
- High Potential Employees
- Middle Level Managers
- Senior Leaders

### Duration of simulation

- 60 minutes
- 90 minutes
- 120 minutes

### Simulation rating

- 4.52 / 5

### Simulation recommendation

- Recommended by **93.15%** of participants

## PARTICIPANT FEEDBACK

### Trust Simulation

“Nail biting finish! Once social styles became clear, the game engaged me quite a lot. Networks and lobby also helped”

“Immersive; time flies; the concept gets drilled automatically”

“Realistic. Understanding each and every customer social style, follow up actions are all key to wining deals in real life”

“Understanding the importance of interpersonal relationship. Build relationship based on power map. Finding importance of matching personality, skills and centre of interest”

“Excellent real time presentation”

“It will help in channelization of communication and help in understand the Project Management skills”