



Built on Trust

Arky Ciancutti M.D., Thomas L. Steding Ph.D.

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Praise for Built on Trust "Built on Trust is a gem . . . a powerful and distinct contribution because it integrates our highest human aspirations with organizational and management effectiveness. . . . Every lesson learned here will last and inform a lifetime." -- Paul Hawken, founder, Smith & Hawken, and author of *Growing a Business and Ecology of Commerce* "The timing for *Built on Trust* is perfect. Just as the Net is transforming virtually every aspect of business and personal life, it is also fundamentally redefining the notions of trust and loyalty. As the authors suggest: We're just at the beginning of an incredible revolution, and there isn't a moment to waste!" -- Eric Schmidt, CEO, Novell, Inc. "The principles of trust and commitment have become part of the very framework that makes Women.com the company we are today. We talk openly with each other about issues and risks that we all face. The result is an open, decentralized organization where people support each other through an incredible bond of camaraderie and friendship. The Trust Model works and belongs in every modern organization and system." -- Marleen McDaniel, chairperson and CEO, Women.com "Built on Trust is a PhD in getting fellow humans to cooperate instead of fight in order to get what every organization wants: success. I've used their methods in five of my companies to happy results." -- Dan Lynch, founder, Interop, Lynch Enterprises "Uplifting, yet hard-headed. Practical advice for creating high performance organizations." -- Michael Rothschild, president and CEO, Maxager Technology, Inc., and author of *Bionomics* "If you want to improve the speed and quality of execution in your company, read *Built on Trust*. The winners in today's business world will be the ones who can execute superior business strategies better and faster . . . a surefire process for doing exactly that. Use it or lose." -- Dan Thomas, president, Focus, and author of *Business Sense*

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David Ashworth:

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