



Trust: The Best Way to Manage

Reinhard K. Sprenger

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With the growth of spin and the loss of faith in business leaders, a business that follows the strategic principles in this guide can build trust among customers, suppliers, shareholders, and employees and can maintain an increasingly competitive advantage in the marketplace. Effective cooperation and management requires trust to successfully balance other aspects of the commercial life: reciprocity, contracts, economy of speed, innovation, reliability, and commitment. Managers, executives, and entrepreneurial decision makers will find practical advice and corporate exercises to facilitate building trust and help to avoid situations that destroy trust.

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