

the trust – agreement matrix

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	LOW TRUST	HIGH TRUST
HIGH AGREEMENT	Bedfellows Reach detailed agreement on how to work together. Keep an eye on them.	Allies Ask for advice, support, help convincing others. Keep them informed.
LOW AGREEMENT	Enemies Isolate. Out-manoeuver. Don't let them distract you.	Opponents Joint problem-solving. Negotiate. Compromise if necessary.