

## EKTIMIS.com Quote of the Month

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**“It is easier to trust someone that is honest than it is to be honest with someone you do not trust.”**

Could you place your trust in someone that is not honest? Most people would likely say, “No,” and for good reason. If that person were a family member, would your answer to the question be different? What if the person were a close friend, again, would that alter your answer? Clearly, trust between two parties requires a level of honesty—mutual honesty. When you place your trust in someone, there is a measure of reliance on that individual—you are essentially creating a dependent situation where you have no control over the person you are dependent upon.

On the other hand, could you be honest with someone that you do not trust? This question presents more of a challenge, doesn't it? It is a challenge because it requires an action on your part that speaks to your personal character. When you are honest with other people, it reflects positively on your character; however, when you are dishonest, the reverse holds true. But, what if you are dealing with someone you certainly do not trust. If you are honest with such a person, there is a good chance that he or she will take advantage of the situation. This element (of doubt) is the reason why this month's quotation holds a lot of truth—it is more difficult to be open and honest with people we do not trust than it is for us to trust people that we know to be honest.

Honesty and trust are human attributes that exhibit a very close connection. I explore this relationship in the EKTIMIS article, *Honesty and Trust – A System of Check & Balance*, accessible in the [EKTIMIS eLibrary](#). So, if someone you value and respect has a difficult time being honest with you, you may wish to consider if the reason is because they do not trust you. If it is, then your path forward should become clear.

(Comments are welcome at my Blog: <http://thetoptenlawsofrespect.wordpress.com>)

### About the Author



Niyi Taiwo is the founder of EKTIMIS and the lead editor for the EKTIMIS eLibrary articles. He is the author of several books, including the EKTIMIS Top Ten Laws series. He is a continuous improvement expert with over 21 years of industry experience – operational, management and consulting. He has been studying the topic of respect since 2004. He holds an undergraduate degree from WPI and a master's degree from RPI. He is a certified Lean Expert and an ASQ-certified Six Sigma Black Belt.