

Respect Factoid 4 – Knowledge

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“Respect and knowledge are closely linked; the more knowledge you gain about someone, the more likely you are to respect them fairly.”

Can you value something you know little or nothing about? If I asked you to give me a \$100 bill, and in return I promise to give you something that will impress you, will you agree to the exchange? An overwhelming majority of people will answer “No” to these two questions. Why?—because people will only value something that they recognize or that they are able to reasonably appraise. Respect works similarly—you show respect for someone only if you recognize something of value about the person, or if you are able to perform an appraisal of certain qualities and attributes of that individual.

The human ability to recognize something of value in others requires knowledge. So does the ability to perform an appraisal of certain qualities and attributes of other people. This fact is one of many confirmations in my study of respect, and it is reflected in [The Top Ten Laws of Respect body of principles](#) and the [book series](#). The more knowledge you gain about a person, the better your ability to place that information within the context of your larger body of knowledge, that is, your value system. The stronger and well rooted your value system, the better you are able to respect others fairly. Your value system is that aspect of your psyche (your mind) that allows you to assess the knowledge that you have gained about someone, and determine how much value to place on it—hence how much respect to associate with the individual. (Refer to the [EKTIMIS Respect Model](#) to learn more about the relationship between the way you manifest respect for someone and your value system).

So, are you willing to send me a \$100 bill and receive something that will truly impress you in return? I don’t plan on holding my breath!

(Comments are welcome at <http://ektimis.com/articleslibraryfeedbackform.aspx>)

About the Author



Niyi Taiwo is the founder of EKTIMIS and the lead editor for the EKTIMIS eLibrary articles. He is a speaker and 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 an organizational improvement and diversity consultant, a certified Lean Expert and an ASQ-certified Six Sigma Black Belt.