

**Read the text****The Different Levels of Trust and How to Build Them**

Trust is a fundamental component of our personal and professional relationships, and it exists on different levels. Each level of trust is built upon the previous one and requires different qualities and attributes. Some people are a real character or a natural when it comes to trust, which can enhance their ability to establish and maintain strong relationships.

The first level of trust is deterrence-based trust. This level is the most basic form of trust and is based on the belief that the other person will fulfill their obligations out of fear of punishment or reprisal. People who are a real character in this level of trust are typically reliable and fulfill their commitments, while those who are a natural may inspire a sense of accountability and responsibility in others.

The second level of trust is knowledge-based trust. This level is based on the belief that the other person has the necessary knowledge, skills, and expertise to fulfill their obligations. People who are a real character in this level of trust are typically competent and capable, while those who are a natural may inspire a sense of confidence and respect in others.

The third level of trust is identification-based trust. This level is based on a sense of shared values, goals, or interests. People who are a real character in this level of trust are typically authentic and genuine, while those who are a natural may inspire a sense of unity and shared purpose in others.

The highest level of trust is interdependence-based trust. This level is based on a deep and mutual dependence on each other. People who are a real character in this level of trust are typically committed and loyal, while those who are a natural may inspire a sense of trust and intimacy in others.

In conclusion, understanding the different levels of trust and the qualities that are required to build trust on each level is essential for establishing and maintaining strong relationships. People who are a real character or a natural when it comes to trust can be invaluable in building and sustaining trust, as they bring qualities such as reliability, competence, authenticity, and commitment to the relationships they form.

**Type in T (True) or F (False)**

1. Trust is only important in personal relationships, not professional ones.
2. The first level of trust is based on shared values.
3. People who are a natural at trust inspire a sense of fear in others.
4. The second level of trust is based on competence and expertise.
5. People who are a real character in the third level of trust are typically fake and insincere.
6. The highest level of trust is based on independence.
7. People who are a natural at trust inspire a sense of intimacy in others.
8. Understanding the different levels of trust is not important for building strong relationships.
9. People who are a real character at trust bring qualities such as reliability and commitment to relationships.
10. Trust is not necessary for strong relationships.