Record Nr. UNINA9910154284403321 Autore Zak Paul J. Titolo Trust factor: the science of creating high-performance companies // Paul J. Zak Pubbl/distr/stampa New York: ,: AMACOM, American Management Association, , [2017] 2017 **ISBN** 0-8144-3767-2 Edizione [1st edition] Descrizione fisica 1 online resource (248 pages) : illustrations Collana Gale eBooks Disciplina 658.3/12 Soggetti Corporate culture Trust Performance Organizational effectiveness Organizational behavior Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Includes index. Note generali Nota di bibliografia Includes bibliographical references and index. Nota di contenuto chapter 1. The science of culture -- chapter 2. Ovation -- chapter 3. eXpectation -- chapter 4. Yield -- chapter 5. Transfer -- chapter 6. Openness -- chapter 7. Caring -- chapter 8. Invest -- chapter 9. Natural -- chapter 10. Joy = trust x purpose -- chapter 11. Performance. Sommario/riassunto For decades, alarms have sounded about declining engagement. Yet companies continue to struggle with toxic cultures, and the low productivity and unhappiness that go with them. Why is "culture" so difficult to improve? What makes so many good employees check out? Neuroscientist Paul Zak shows that innate brain functions hold the answers. It all boils down to trust. When someone shows you trust, a feel-good jolt of oxytocin surges through your brain and triggers you to reciprocate. This simple mechanism creates a perpetual trustbuilding cycle—the key to changing stubborn workplace patterns.

Drawing on his original research, Zak teases out science-backed insights for building high-trust organizations. Trust Factor opens a window on how brain chemicals affect behavior, why trust gets squashed, and ways to consciously stimulate it by celebrating effort,

sharing information, promoting ownership, and more. The Ofactor™ survey, data, and examples support the action plans. Engagement programs and monetary rewards are Band-Aids on broken bones. To get to the root of the problem, you've got to go deeper. Packed with examples from The Container Store, Zappos, and Herman Miller, Trust Factor harnesses our neurochemistry to effectively cultivate work places where trust, joy, and commitment compound naturally.