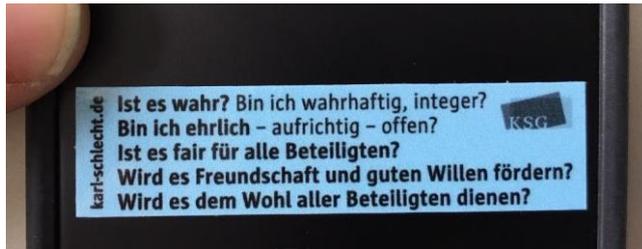


## SM 180201e Trust Code Authenticity (TCA) --- and the NoHO`s



This document has been translated by DeepL Pro ([www.deepl.com](http://www.deepl.com))  
and has to be overlooked and corrected by a specialist who is competent and a native speaker  
qualitative ? – innovative ? – prepared ? – flexible ? – competent ? – value conscious ?

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NoHO = Not Honest and Openminded



<<<<< the 5 Question Probe glued on the smartphone



The enormous value of **trust in professional inter-action** and business relationships is undisputed. The same applies to the value of effectiveness in profit-oriented business (see The SEXY SIX SM 94066). This reduces transaction costs, and "trust" is also the epitome of LOVE (1) (2) The best and easiest tool to realize this in everyday life is to always ask yourself the 5 questions above before you decide - say something, do something or experience something. At Putzmeister and KSG, this Five Question Probe (5QP) is a code of trust for their own thoughts and actions. It is also part of the preamble to every contract (which lawyers do not love because they live from the distrust of others).

That the 5QP were born in my birth year 1932 in Chicago's Business is described here: [www.karl-schlecht.de/werte/die-5-fragen-probe](http://www.karl-schlecht.de/werte/die-5-fragen-probe).

Our KSG motto "Searching for and promoting the good par excellence" is also based on confidence building.

The book TRUST by Fukuyama is highly instructive:

[www.karl-schlecht.de/fileadmin/daten/Buch/F. Fukuyama Confuz u Marketw 150205.pdf](http://www.karl-schlecht.de/fileadmin/daten/Buch/F. Fukuyama Confuz u Marketw 150205.pdf)

Each of us at KSG is committed to living according to the 5QP in practice. This also applies universally personally, also in the professional internal and external relationship at the institutes supported by KSG.

Often regarded as banal, it has enormous significance - respected at VW, it would have saved many billions. Why didn't they at least invest in the ethical education of the leaders? To not understand lies and stealing, to not recognize or to forget this is unfortunately human - but everyone should understand that... Ethics is individual. The religious commandments say "**Thou** shalt...".

Because immorality is too expensive for us, and also human, social and ecological is too devastating, we all have to admit it and **show the 5QP as a sticker on the iPhone** (see photo above). Often we have to explain individual lines on a case-by-case basis in order to clarify their meaning and value - sometimes we also have to make this code of trust understandable in current transactions, otherwise it will be misunderstood.

All this implies that we are human beings and occasionally make mistakes. Therefore it is important to draw each other's attention to it, to feel obliged to it, i.e. if necessary to point out to the next one also completely openly with offences - this is easier, than only to criticize.

Good people are grateful for that. This is encouraged by the first question, which is usually answered in the affirmative by everyone: Is it true (only: this is subjective and not always reality - please read about it)? FD 170909 Constructivism, "On the Love of Life".

An important element of the 5QP is **fairness**. That is why we maintain a particularly close cooperation with the Fairness Foundation. It is headed by Dr. Norbert Copray, who has also published the most recent writings of Professor Rupert LAY on our website.

In this SM we want to enumerate practical examples in order to practice knowledge for the 5QP . As you know, you learn much better from examples than from posters or the blue stickers of the 5QP, which you can "pull out" on your smartphone to pass them on. We have **stocks of** stickers to give away at the KSG secretariat (e-mail to [info@ksfn.de](mailto:info@ksfn.de) with text): Please send me x copies of the 5QP in Dt /Engl/ Chin ...)

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## Current case:

### Audio recording of telephone conversations or conferences.

For this **first** case of NoHO's = Not **Honest** and Openminded persons who understand our 5QP incorrectly, at least not adequately, I define the term "V5V". It stands for "Trust 5QP Twist". That may sound hard. But what is meant - what do we learn from it?

***What happened? What happened? As a representative of the 5QP, I am accused of violating the 5QP if I record telephone conversations - even if announced - in order to secure them for myself and those directly involved; also in order to listen to important conversation contents again for clarity and deeper understanding. Or to email the content to other concerned people who cannot be there authentically.***

Respecting the wish of a person and his personality **not** to do the previously announced "recording" on the phone situatively, I followed in respect of the personal rights of third parties - even if I do not share this opinion.

Only: This reminds of CANDOR = sincerity and honesty as described in SM 06054 Candor. The 30-40 % NoHo, which for personal reasons cannot be completely sincere and open in the aforementioned sense, would have to struggle at least because of the good understanding to reduce their own skepticism to about 10 % of the humanly understandable individual defence.

It seems to me that our actual KSG task is to strive for **harmony and constructivism** in order to make progress in a well-founded building of trust in business cooperation.

For the recording is not done in order to exercise control and confrontation with what is said, but also for one's own deeper understanding of what is said. Especially if we sincerely strive for the 5QP in the sense of our motto to **promote well-being and trust and** work on it actively and productively. In this way one can reduce existing emotional intrinsic distrust as a prerequisite for trust growth.

In the case of KSG relations, this is actually mandatory. Otherwise, integrity suffers, which means that it is important to stand up for it and to be recognized for what one advertises and encourages others to do.

How's that? Man should be a role model and open to constructive criticism. I want to set an example myself and hope that everyone else will do the same.

So you should express your gratitude and joy for having learned more and new things yourself, to have gained a growing understanding for the other, to have got to know each other better and to have found new ways towards more self-confidence, courage, openness and sincerity.

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***Another example:***

- (1) Love - to SM 160101 iLove - the third dimension of love
- (2) SM 180202..... the Sexy Six of Love