



Playbook: The Platinum Rule in Action

From Self-Awareness to Style Awareness

By now, you've taken the assessment and identified your dominant style. If not, [Click Here](#)

This Playbook helps you **process that result**, understand what it *does and doesn't* mean, and begin noticing behavior styles in others—without overthinking or labeling.

This is not about changing who you are. It's about becoming more **intentional and adaptable** in how you connect.

First Reaction — Making Sense of Your Result

Your Identified Style- My dominant style is: _____

Your result reflects your **natural behavioral tendencies**—how you tend to communicate, decide, and interact when you're not consciously adjusting for others.

This is a starting point, not a definition.

Everyone can access all styles.

Most people simply have one they default to under normal conditions.

Common Reactions (All Are Normal)

Check any that resonate with you:

- | | |
|--|--|
| ☐ <i>"This describes me really well."</i> | ☐ <i>"This explains some past frustrations."</i> |
| ☐ <i>"I see myself here... but not all the time."</i> | ☐ <i>"This explains why I clash with certain people."</i> |
| ☐ <i>"I don't love this description."</i> | |

Reflection:

What part of your result felt most accurate?

What part surprised you—or felt uncomfortable?

Write a few notes:



Style Is Not Personality

It's important to separate **who you are** from **how you tend to show up**.

- Personality = values, beliefs, identity, life experience
- Behavior style = observable patterns: pace, tone, focus, decision style

This means:

- Your style can shift depending on context
- Stress can exaggerate certain tendencies
- No style is better—or worse—than another

The goal is **flexibility**, not correction.

Strengths & Blind Spots (Self-Awareness)

Every style brings value. Every style also creates blind spots—especially under pressure.

When I'm at my best, I tend to:

When I'm rushed, stressed, or frustrated, I might:

One situation where this has shown up recently:

This awareness will matter later—especially when adapting to others without overcompensating.

Shifting from “Me” to “Them”

Now comes the Platinum Rule shift.

Instead of asking: ❌ *“How would I want to be treated?”*

You begin asking: ✅ *“How does this person prefer to be treated?”*

This shift moves you from assumption to awareness.

You’re not guessing motives—you’re observing behavioral signals: how they communicate, decide, and respond.

When you do this, interactions feel less forced and more effective—because you’re meeting people where they are, not where you are.

What to Look for in Others (Quick Clues)

You don’t need the assessment to recognize styles. Most clues show up in everyday interactions.

As you observe others, notice:

Pace

- Fast, decisive, to-the-point?
- Slower, thoughtful, deliberate?
- Moves quickly toward action?
- Prefers time to process before responding?

Focus

- Results and outcomes?
- People and harmony?
- Process and accuracy?
- Big ideas and possibilities?

Communication Style

- Direct and brief?
- Warm and conversational?
- Detailed and cautious?
- Energetic and expressive?

Decision Signals

- Decides quickly with limited info?
- Wants discussion and consensus?
- Needs data and time?
- Thinks out loud and explores options?

You are **collecting patterns**, not making judgments.



Practice Without Labels

For now, avoid naming styles in your head. Labels too early can turn observation into judgment—and that’s not the goal.

Instead, build the habit of **watching for value signals**. Ask yourself this simple question during conversations:

“What does this person seem to value most in this interaction?”

Then notice which one shows up most clearly:

- ☐ **Speed / Results** – They want movement, decisions, and outcomes
- ☐ **Clarity / Accuracy** – They want details, structure, and certainty
- ☐ **Connection / Support** – They want rapport, trust, and understanding
- ☐ **Ideas / Energy** – They want possibilities, brainstorming, and momentum

You don’t need to be right. You’re training awareness, not scoring a test.

This practice keeps you **curious instead of critical**, flexible instead of reactive. And over time, it becomes second nature—making your conversations smoother without feeling forced.

Real-World Application (This Week)

Choose one interaction:	Before the interaction, answer:	After the interaction, reflect:
• A meeting • A networking conversation • A client or referral discussion	• What clues might I notice about their style? • How could I slightly adjust my pace, tone, or focus?	• What did I notice? • What felt smoother—or more difficult

Closing Thought

Understanding your own style is awareness. Recognizing others’ styles is skill. Adapting your approach is where the Platinum Rule becomes real.

You don’t need to master this today. You just need to start noticing.