

Platinum Rule Assessment

This is an informal survey, designed to determine how you usually act in everyday situations. The idea is to get a clear description of how you see yourself. For each pair of statements below, distribute three points between the two alternatives (A and B), depending on how characteristic of you the statement is. Although some pairs of statements may seem equally true for you, assign more points to the alternative that is more representative of your behavior most of the time. After you have marked answers to all eighteen pairs of statements, transfer your ratings to the scoring chart. Please base your answers on how you actually behave, not on how you think you should behave. The numbers you assign to each pair must add up to 3.

1A _____ I'm usually open to getting to know people personally and establishing relationships with them.

1B _____ I'm not usually open to getting to know people personally and establishing relationships with them.

2A _____ I usually react slowly and deliberately.

2B _____ I usually react quickly and spontaneously.

3A _____ I'm usually guarded about other people's use of my time.

3B _____ I'm usually open to other people's use of my time.

4A _____ I usually introduce myself at social gatherings.

4B _____ I usually wait for others to introduce themselves to me at social gatherings.

5A _____ I usually focus my conversations on the interests of the people involved, even if that means straying from the business or subject at hand.

5B _____ I usually focus my conversations on the tasks, issues, business, or subject at hand.

6A _____ I'm usually not assertive, and I can be patient with a slow pace.

6B _____ I'm usually assertive, and at times I can be impatient with a slow pace.

7A _____ I usually make decisions based on facts or evidence.

7B _____ I usually make decisions on feelings, experiences, or relationships.

8A _____ I usually contribute frequently to group conversations.

8B _____ I usually contribute infrequently to group conversations.

- 9A ____ I usually prefer to work with and through others, providing support when possible.
- 9B ____ I usually prefer to work independently or dictate the conditions in terms of how others are involved.
- 10A ____ I usually ask questions or speak tentatively and indirectly.
- 10B ____ I usually make emphatic statements or directly express opinions.
- 11A ____ I usually focus primarily on ideas, concepts, or results.
- 11B ____ I usually focus primarily on persons, interactions, and feelings.
- 12A ____ I usually use gestures, facial expression, and voice intonation to emphasize points.
- 12B ____ I usually do not use gestures, facial expression, and voice intonation to emphasize points.
- 13A ____ I usually accept others' points of view (ideas, feelings, and concerns).
- 13B ____ I usually don't accept others' points of view (ideas, feelings, and concerns).
- 14A ____ I usually respond to risk and change in a cautious or predictable manner.
- 14B ____ I usually respond to risk and change in a dynamic or unpredictable manner.
- 15A ____ I usually prefer to keep personal feelings and thoughts private, sharing only when I wish to do so.
- 15B ____ I usually find it natural and easy to share and discuss my feelings with others.
- 16A ____ I usually seek out new or different experiences and situations.
- 16B ____ I usually choose known or similar situations and relationships.
- 17A ____ I'm usually responsive to others' agenda, interests, and concerns.
- 17B ____ I'm usually directed toward my own agendas, interests, and concerns.
- 18A ____ I usually respond to conflict slowly and indirectly..
- 18B ____ I usually respond to conflict quickly and directly.

Platinum Rule Scoring Sheet

Please transfer your scores to the following table. (Note: Sometimes the "A" response appears first; other times, the "B" response appears first.)

	O		G		D		I
1A	_____	1B	_____	2B	_____	2A	_____
3B	_____	3A	_____	4A	_____	4B	_____
5A	_____	5B	_____	6B	_____	6A	_____
7B	_____	7A	_____	8A	_____	8B	_____
9A	_____	9B	_____	10B	_____	10A	_____
11B	_____	11A	_____	12A	_____	12B	_____
13A	_____	13B	_____	14B	_____	14A	_____
15B	_____	15A	_____	16A	_____	16B	_____
17A	_____	17B	_____	18B	_____	18A	_____
Total	_____	Total	_____	Total	_____	Total	_____

Now compare the O and G scores. Which is higher? Write the higher score in the blank below and circle the corresponding letter.

_____ **O or G**

Then compare the D and I scores. Which is higher? Write the higher score in the blank below and circle the corresponding letter.

_____ **D or I**

Adapted from Tony Alessandra, PH.D. and Michael J. O'Connor, *The Platinum Rule*

So, What's the Verdict?

Here's a recap of what makes each style tick.

If you circled the G and the D, you tend toward being a Director.

Strengths: Administration, taking initiative.

Weaknesses: Impatience, insensitivity.

Irritation: Indecision

Goals: Productivity, control.

Fear: Being hustled or being too soft.

Motivator: Winning.

If you circled the O and the D, you show many qualities of a Socializer:

Strengths: Persuasion, interacting with others.

Weaknesses: Disorganization, carelessness.

Irritation: Routine.

Goals: Popularity, applause.

Fear: Loss of prestige or popularity.

Motivator: Recognition.

If you circled the O and the I, you're predominantly a Relator.

Strengths: Servicing, listening.

Weaknesses: Oversensitivity, indecision.

Irritation: Insensitivity.

Goals: Acceptance, stability.

Fear: Sudden change.

Motivator: Involvement.

If you circled the G and the I, you have lots of Thinker characteristics.

Strengths: Planning, analyzing.

Weaknesses: Perfectionistic, overly critical.

Irritation: Unpredictability.

Goals: Accuracy, thoroughness.

Fear: Criticism.

Motivator: Progress.