

DOWNLOAD THE PLATINUM RULE FOR SALES MASTERY HOW TO ADAPT YOUR SELLING STYLE TO MATCH EVERY PROSPECTS BUYING STYLE

the platinum rule for pdf

The Platinum Rule has been translated into several languages including Chinese, Italian, Spanish, German, Dutch. It is quickly becoming an all time classic. It is quickly becoming an all time classic.

The Platinum Rule® - 163-page PDF eBook

Introduction to The Platinum Rule™ Behavioral Style Assessment Dear Sample, Congratulations on completing the Platinum Rule™ Behavioral Style Assessment. Completing the Assessment could be one of the most important relationship building decisions you will ever make.

The Platinum Rule Behavioral Style Assessment

Congratulations on your decision to use The Platinum Rule Behavioral Style Assessment. Completing the Assessment could be one of the most important relationship building decisions you will ever make. Many of us grew up firmly believing the wisdom of treating others the way you would like to be treated—the Golden Rule.

The Platinum Rule Behavioral Style Assessment

The DISC Platinum Rule will show you how to “Do unto others the way they want and need you to do unto them” by teaching you to: “UNDERSTAND that although each individual’s personality is as unique as his or her thumbprint, many behaviors can be positioned within a systematic, predictable framework.

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THE PLATINUM RULE Working with Different Styles Different Communication Focus Different Approach to Work There are four basic communication styles and ways people approach work: T = Tells “someone who is very direct and brief in their communication E = Engages “someone who likes to talk with people and persuade them

THE PLATINUM RULE Working with Different Styles Different

such a thing) with these rules, it is best to consider which one would work the best to get along with your fellow human beings. Both rules seem to have good intent and would work although I think the Platinum Rule works to help people be more empathetic. Being empathetic is a good thing.

Platinum Rule or the Golden Rule—or both!

Leadership through Andragogy and the Platinum Rule University of the Cumberlands Ed. D. in Educational Leadership (60 Hours) Name: ID Number: Home Address: Phone: Cell : Administrative Leadership: Twenty-seven hours in this portion of the degree ... Leadership through Andragogy and the Platinum Rule

Leadership through Andragogy and the Platinum Rule

The Golden Rule implies the basic assumption that other people would like to be treated the way that you would like to be treated. The alternative to the Golden Rule is the Platinum Rule: "Treat others the way they want to be treated." Ah hah! What a difference. The Platinum Rule accommodates the feelings of others.

The Platinum Rule - Alessandra.com

The Platinum Rule The idea behind Relationship Strategies is that we all should follow The Platinum Rule, "Do unto others as they would like done unto them." As you can see, the fundamental difference between the two rules is that The Platinum Rule focuses how others want to be treated while The Golden Rule focuses on how you want to be ...

A Strategy for Success - The Platinum rule - Resilient

Do Unto Others As THEY Want Done Unto Them. "Do Unto Others As THEY Want Done Unto Them." As you can see, the fundamental difference between the two rules is that The Platinum Rule focuses how others want to be treated while The Golden Rule focuses on how you want to be ...

Do Unto Others - Assessments 24x7

The Golden Rule: "Do unto others as you would have them do unto you," is an excellent rule for ethical treatment of others. The Platinum Rule: "Do unto others as they prefer to be done unto," is an excellent rule for providing tailored customer service offerings in a world of sameness. That is,

THE PLATINUM RULE OF SERVICE - Customer Service Group

Well, Dave Kerpen, author of the book The Art of People, says that following the Golden Rule is all wrong. Instead, we should follow what he calls the Platinum Rule.

How the Platinum Rule Trumps the Golden Rule Every Time

COMMUNICATIONS STYLE INVENTORY This is an informal survey, designed to determine how you usually act in everyday related situations. The idea is to get a clear description of how you see yourself. ... Survey taken from The Platinum Rule by Tony Alessandra, Ph.D. and Michael J. O'Connor Ph.D. New York, New York, Warner Brooks 1996 .

Communications Style Inventory - Orange Coast College

The Platinum Rule Reminder Card is a laminated pocket-sized summary card and an instant reference to the four Platinum Rule behavioral styles with guidelines to recognizing and dealing with each style.

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the total Platinum Rule Behavioral Style Assessment because it truly completes the 360-degree perspective initially ... we suggest you download and save your report in the PDF format to have your most current eGraph included in this report and then continue with the interpretation of your eGraph.

Personalized Report for: Model of Behavioral Styles Based

THE PLATINUM RULE Powerful People Skills for Building Long Term Relationships THE TWO DIMENSIONS OF BEHAVIORAL STYLES THE FOUR BASIC BEHAVIORAL STYLES STRENGTHS & WEAKNESSES OF EACH STYLE HOW THEY COMMUNICATE Prescription before diagnosis is malpractice.

Powerful People Skills for Building Long Term Relationships

The Platinum Rule is much more compassionate and empathetic than the Golden Rule, which has good intentions, but disregards the preferences of the receivers of the conduct and excludes the importance and relevance of the diversity among individuals. Respecting this diversity is essential to all people living

The Platinum Rule - Michael Manning

The Platinum Rule by Dr. Tony Alessandra, PhD. An indisputable business fact is that people do business with people they like. It makes sense, therefore, to like and be liked by as many people as possible. The

ability to create rapport with a large number of people is a fundamental skill in sales, management, personal relationships, and ...

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