



# The Platinum Rule eWorkbook

*Dr. Tony Alessandra*

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Would you like to increase—substantially increase —your compatibility with other people? Can you imagine the ways this might benefit you in your career, your day-to-day dealings with people, and in your closest personal relationships? Our characteristic styles or patterns of relating to others determine the ease with which we build relationships.

Most of our behavioral patterns are established early in life through the influence of peers, education, parents, authority figures, and our environment. Throughout our lives, a variety of behavioral patterns are reinforced and become habits. While our habits make us fairly predictable, everyone has different habits. That's what keeps relationships interesting and challenging!

The Platinum Rule® assembles a number of simple tools that can easily be applied to improve both business and interpersonal relationships. This handbook is not intended to provide an in-depth psychological examination of human behavior; instead, it offers guidelines for understanding and adjusting to the differences in people, through observation of their behaviors. The tools presented here will enable you to see yourself and your world through someone else's eyes and ears, and that can go a long way toward building compatibility!

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