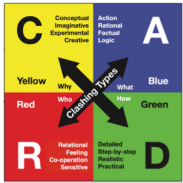




Insight #5

The Platinum Rule

ACTIVITY: My CARD Profile & Peer Preferences



My C.A.R.D. Profile



1. Who I Am...

Activity: Rank order your C.A.R.D. profile from 1-4 (1 = most like me; 4 = least like me)

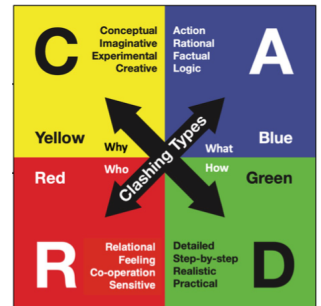
CONCEPT	ACTION	RELATIONAL	DETAIL
I like to focus on the 'big picture' – looking ahead, innovating and solving complex problems	I like to focus on the here and now – taking logical and realistic steps to get things done	I like to focus on making sure people feel engaged and work together effectively	I like to focus on the detail and the process – making sure things are done properly

2. Working with Others: Clashes and Comfort Zones

Activity: Based on your preferences above, who are you most likely to clash with and who are you most comfortable working with?

I'm most comfortable working with...
(usually rank #1 & #2 from Q1)

I'm at risk of clashing with...
(usually rank #3 & #4 from Q1)



3. Key Relationships:

Consider 4 key relationships in your team/ school (i.e., members of your team, line manager, professional manager etc.). For each person, rank order 1-4 (1 = most like them 4 = least like them) how you see their communication preferences.

NAME	CONCEPT	ACTION	RELATIONAL	DETAIL
	They like to focus on thinking 'big picture' – innovating and solving complex problems.	They like to focus on the here and now – taking logical & realistic steps to get things done.	They like to focus on making sure people feel engaged and work together effectively.	They like to focus on the detail and the process – making sure things are done properly.