All through our lives, we have been taught to adhere to the Golden Rule: Do unto others as you would have them do unto you. It is an old and time-tested rule that still has a great deal of application today. Many of us teach it to our children when we remind them not to hit their sibling because they wouldn’t want their sibling hitting them.

But while the Golden Rule does put others first, it can fall short. For example, just because I like flowers as a gift, that doesn’t mean you like them. Just because I like lots of detail when communicating with others, doesn’t mean you do.

A good example that demonstrates the different types of problems the Golden Rule can cause is illustrated in the following story I once heard of a less-than-sensitive dad: Upon coming home from work one day, the father greeted his distraught wife. She relayed to him the sad news that their daughter’s hamster had passed away and that she had been crying in her room for most of the day. The father thought it was an easy solution and went to his daughter’s room to share that it was not that big of a deal and that they could simply get a new hamster at the local pet store for $7! As you can imagine, the mother was not very happy with her husband.

In this story, the father was simply responding as he would like someone to respond to him (just like the Golden Rule says). To him, it was an easy and fixable solution. But of course, what the daughter needed wasn’t another hamster; she needed a father who simply understood how she felt and could console her. Unfortunately, these types of misunderstandings are not uncommon in families or on teams.

Can you see where living completely by the Golden Rule could become a problem in relationships and why treating teammates the way you would want to be treated can sometimes cause issues? If you subscribe only to the Golden Rule, you are approaching every relationship from your perspective, assuming that everyone is just like you. It can—and often does—backfire.

Instead of always doing unto others as you would have them do unto you, it is wise to also live
by another type of Rule: The Platinum Rule. This states, "Do unto others as they want to be done unto." The Platinum Rule is an "others first" rule: it is a selfless rule.

Let's use our previous Golden Rule examples and switch to using the Platinum Rule. Instead of getting flowers for a teammate, stop and think, "Is that something they really like? Are flowers a gift that would make them really happy?" Instead of including every single detail when talking to your teammate, stop and ask, "Do they really want to hear all of this?"

People are too unique to live by the Golden Rule. No one sees the world the same way you do, and when we think that they do, we come up short more often than not.

I learned the value of the Platinum Rule through one of my earliest leadership roles: being a parent. With my first two children, I parented both of them the way I believed all kids should be raised. With these two kids, it felt like my parenting style was working.

Then came child number three. I tried to raise him the same way I had the other two, but I wasn't as successful. He was stubborn, and the harder I tried, the more stubborn he became. I quickly learned that I would have to take a very different approach to raising him than I did with the other two and that it would require a great deal of patience as well!

When you try to understand your teammates, you build stronger relationships on your team. Have you ever thought, "Wow, that person really gets me"? Odds are that person gets you because they are living the Platinum Rule, which requires you to regularly think about others first and put your teammate's needs ahead of your own. It is a powerful concept once you figure out what each teammate's needs are.  

もう一度読みます。

（繰り返し）

これでリスニングテストを終了します。引き続き解答を続けてください。

（出典：From the book "You Are the Team: 6 Simple Ways Teammate Can Go from Good to Great" by Michael G. Rogers, Copyright 2017 by Michael G. Rogers. Published by CreateSpace Independent Publishing Platform; 1 edition (June 15, 2017), Reprinted by permission より一部改変）