





**INSTRUCTIONS**  
**Discovering Your Protocol Persona**

**Objective**  
 Through navigating social situations, determine your unique protocol persona, gaining insights into your cultural navigation tendencies and how you handle interpersonal situations.

**Setup**

- 1. Organization:** Sort the cards into levels starting with level 1, placing them face down. Each player finds a small item\* to use as a game piece. \*coins or paper cutouts work nicely
- 2. Scenario Selection:** In turn, each player draws a card from the pile, then reads the scenario/question aloud to the group.
- 3. Decision Time:** Reflect upon the provided responses for each scenario. Each answer has a moving direction beside it. Pick one answer from the listed options.

**INSTRUCTIONS**  
**How to move on the board**

**Moving 2 ➡ 1 ⬆**  
 move 2 blocks right and 1 block up

**STARTING CARD**  
**Let's begin**

Scenario: You're an expat living in Dubai, in the United Arab Emirates.

Your close friend Sarah, an Emirati woman, has recently gotten married and moved into a new home with her husband.

The cards in this game are about the housewarming party she's invited you to.

**LEVEL I**  
**Preparation for the party**

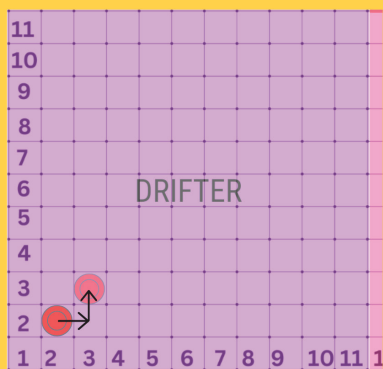
**LEVEL I**  
**Preparation for the party**

**LEVEL I**  
**Preparation for the party**

**LEVEL I**  
**Preparation for the party**

**LEVEL II**  
**After arriving**

## INSTRUCTIONS How to move on the board



**Moving 1 ➡ 1 ⬆**

move 1 block right and 1 block up

The x-axis represents Awareness and the y-axis represents Insight on the board.  
**Move your pawn on the board based on the values and directions that are next to the answer you choose on the card.**

**The right arrow ➡ represents moving on the x axis and the arrow pointing up ⬆ represents y axis. Examples:**

**(1,1)** means move 1 box right and 1 box up

**(1,0)** means move 1 box right on same row

If two answers seem true to you, you can move based on both answers' coordinates but use this sparingly and ONLY if answers don't contradict.

**Reveal & Reflect:** With the final scores on the board, players determine their protocol persona based on the answers they chose. Scan the code to decode what each persona signifies and to learn more. Engage, reflect, and delve deep into understanding protocols and your roles in them.

**Created and designed  
by Mashal Waqar**

**Summer of Protocols 2023**

[summerofprotocols.com/research/protocol-party](https://summerofprotocols.com/research/protocol-party)

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of Protocol Party:  
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### Gift Grapple

Even though Sarah hasn't mentioned a gift wish list, gifting is a common practice in her culture and you think about present options. How do you proceed?

**Deliberate Decision:** Think deeply about her preferences and spend time hunting for a meaningful gift. (2,2) **Move ➡2 ⬆2**

**Assumed Absence:** Since no gift was mentioned by Sarah directly, you decide to go empty-handed. (0,1) **Move ➡0 ⬆1**

**Quick Quest:** Snap up a standard present while on your way, just to be safe. (1,1) **Move ➡1 ⬆1**

**Friend's Forum:** Engage with friends, strategizing on gifts to prevent giving duplicate items. (2,2) **Move ➡2 ⬆2**

### Attire Attention

Given that Sarah and many of her friends often wear traditional attire, you're contemplating your choice of clothing for the dinner event. How do you decide?

**Mutual Muse:** Consult mutual friends about their attire selection to ensure harmony. (2,2) **Move ➡2 ⬆2**

**Dazzling Dress-Up:** Opt for a standout outfit, treating the occasion with formal reverence. (1,1) **Move ➡1 ⬆1**

**Casual Comfort:** Opt for your usual everyday attire, reflecting your laid-back approach to dressing without overthinking the occasion. (1,0) **Move ➡1 ⬆0**

**Cultural Connection:** Embrace the local cultural aesthetic and inspire friends to follow suit. (2,2) **Move ➡2 ⬆2**

### Housewarming Dinner in Dubai

Your friend Sarah, a local Khaleeji (a citizen from one of the Gulf countries), has recently married and moved into a new home. She invites you to a housewarming dinner party.

**Do you?** **Move ➡2 ⬆1**

**RSVP Gratefully:** Thank Sarah for the invite, confirm you'll attend and plan to attend too. (2,1)

**Silent RSVP:** Decide to attend but don't inform Sarah. (1,0) **Move ➡1 ⬆0**

**Polite Decline:** Politely decline, citing other commitments. (2,1) **Move ➡2 ⬆1**

**False Commitment:** Confirm your attendance to Sarah but have no intention of showing up. (1,0) **Move ➡1 ⬆0**

**Plus One Inquiry:** Confirm your attendance and ask if you can bring a friend who's new in town. (0,1) **Move ➡0 ⬆1**

### Entrance Etiquette

Having arrived at the venue and stepped inside, how do you commence?

**Shoeless Salutation:** Promptly remove your shoes and extend your greetings to Sarah. (2,2) **Move ➡2 ⬆2**

**Shoe Stride:** Venture further inside without taking off your shoes. (0,0) **Move ➡0 ⬆0**

**Direct Inquiry:** Pose the question to Sarah or a nearby guest about the shoe protocol. (2,1) **Move ➡2 ⬆1**

**Observant Option:** Stealthily scan the floor to discern if others have their shoes on or off. (1,2) **Move ➡1 ⬆2**

### Timely Turn-up

Considering the party's lenient start, how do you time your entrance?

**Prompt Preparation:** Plan to be on time and keep Sarah posted about your expected time of arrival. (2,2) **Move ➡2 ⬆2**

**Dramatic Debut:** Make a grand entrance by arriving significantly later than the start, thinking it might be more memorable. (0,1) **Move ➡0 ⬆1**

**Balanced Beginning:** Aim for a middle ground, stepping in around 30 minutes after the start. (2,1) **Move ➡2 ⬆1**

**Punctuality Praise:** Make it a point to arrive on schedule and cheerfully notice others who do the same. (2,2) **Move ➡2 ⬆2**

**Dinner Dash:** Aim to arrive just before dinner, thinking it's the most crucial part of the event and not wanting to wait around. (1,0) **Move ➡1 ⬆0**

### Gift Goof-up

As you're about to step into the party, it hits you: you've forgotten a gift! How do you manage the blunder?

**Prompt Purchase:** Make a quick detour to a nearby shop for an immediate gift. (2,1) **Move ➡2 ⬆1**

**Silent Strategy:** Walk in, hoping your lapse stays undetected. (0,1) **Move ➡0 ⬆1**

**Apology Approach:** Confess to Sarah upon your entrance, promising her a make-up gift in the future. (2,2) **Move ➡2 ⬆2**

**Guest Guidance:** Covertly chat with other attendees, getting suggestions on the best way to handle the oversight. (1,2) **Move ➡1 ⬆2**

**No Apologies:** Walk in without being worried since no gift was mentioned earlier. (1,0) **Move ➡1 ⬆0**



**LEVEL II**  
**After arriving**

**LEVEL II**  
**After arriving**

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Cultural Crossroads

While in conversation, a language or cultural gap seems evident. How do you bridge it?

- Clarification Quest: Ask them kindly for an explanation or clarity. (2,2)  
Move  
➡2⬆2
- Nodding Navigator: Act as though you comprehend and continue nodding. (1,0)  
➡1⬆0
- Shared Stories: Relate a parallel story from your own cultural background or experiences. (2,2)  
➡2⬆2
- Conversation Change: Feel overwhelmed by the cultural gap and decide to leave the conversation without addressing the issue. (0,1)  
➡0⬆1

Friendly Firsts

Sarah presents you to a group of her close friends you've yet to meet. Which one is your move?

- Cordial Connection: Greet with a smile, give your introduction, and probe how they became friends with Sarah. (2,2)  
Move  
➡2⬆2
- Silent Stance: Respond with a nod and patiently wait for them to kick off the conversation. (1,1)  
➡1⬆1
- Anecdote Avenue: Share an amusing or captivating story about your connection with Sarah. (2,2)  
➡2⬆2
- Familiar Face: Bypass the group and seek out someone you know to converse with. (1,0)  
➡1⬆0

Coffee Etiquette

Upon entering, Sarah's sister sees you and, after greeting, offers you a small qahwa (Arabic coffee) cup along with dates, as is customary in Gulf households. You're not really feeling like having caffeine. What do you do?

- Gracious Guest: You understand this is part of hospitality customs and you accept, but only have 1 serving. (2,2)  
Move  
➡2⬆2
- Firm No: You decline the cup and explain how you don't have caffeine after hours. (0,0)  
➡0⬆0
- Date Delight: You decline the coffee but graciously accept the dates, expressing your appreciation for them. (1,2)  
➡1⬆2
- Curious Query: You ask if there's a non-caffeinated alternative, showing interest in local beverages. (2,1)  
➡2⬆1
- Partial Participation: You accept the coffee but hold onto it, taking small sips occasionally to show participation. (1,1)  
➡1⬆1

Lone Listener

Spotting an individual who seems sidelined, how do you extend a hand?

- Conversational Catalyst: Walk over, strike up a chat, and connect them to others. (1,0)  
Move  
➡1⬆0
- Observant Outsider: Keep an eye on them momentarily but persist in your discussions. (0,1)  
➡0⬆1
- Sarah's Signal: Notify Sarah quietly, hinting they might feel ostracized. (1,1)  
➡1⬆1
- Alone Assumption: Steer clear, presuming they favor solitude. (0,0)  
➡0⬆0

Tense Topics

A subject that can stir the pot (like politics or religion) is introduced. How do you deal?

- Neutral Listener: Pay attention to every opinion without interposing your own. (1,1)  
Move  
➡1⬆1
- Passionate Participant: Convey your viewpoint fervently, even if it might counter others'. (0,0)  
➡0⬆0
- Curious Converser: Pose open-ended queries to better fathom their perspectives. (1,0)  
➡1⬆0
- Topic Tactician: Shift the subject or discover a reason to depart from the chat. (0,1)  
➡0⬆1

Memory Moments

Sarah's best friend is sharing some treasured recollections. How do you fit in?

- Attentive Audience: Engage with an open ear, exuding genuine interest. (1,1)  
Move  
➡1⬆1
- Recollection Relay: Share a dear memory of yours to resonate with the crowd. (1,0)  
➡1⬆0
- Drink Detour: Feel slightly alienated and step away to fetch a drink. (0,0)  
➡0⬆0
- Digital Diversion: Split your attention between the story and your smartphone. (0,1)  
➡0⬆1

Party Perspective

At the evening's conclusion, Sarah wants your feedback about the party. Your verdict?

- Constructive Compliments: Deliver positive remarks but pinpoint an area for enhancement. (1,1)  
Move  
➡1⬆1
- Perfect Pretense: Laud everything as impeccable, irrespective of your genuine sentiments. (0,1)  
➡0⬆1
- Honest Opinionator: Offer unfiltered feedback, even if it may upset her. (0,0)  
➡0⬆0
- Reflective Response: Bounce the query back, inquiring about her take on the party's flow. (1,0)  
➡1⬆0

Feast Finesse

You're presented with a dish not to your liking or dietary alignment. Your maneuver?

- Polite Pass: Graciously refuse, sharing your rationale if prompted. (1,1)  
Move  
➡1⬆1
- Courtesy Consumer: Consume regardless to avoid seeming discourteous. (0,1)  
➡0⬆1
- Dish Dodger: Accept the dish but refrain from eating. (0,0)  
➡0⬆0
- Sarah's Support: Approach Sarah for a dish substitution, laying out your predicament. (1,0)  
➡1⬆0

Dinner Dynamics

Observing a gendered seating arrangement at dinner, what's your next step?

- Gendered Gathering: Settle in the area fitting your gender and jump into chats. (1,1)  
Move  
➡1⬆1
- Norm Neglector: Sit with the opposite gender, dismissing the cultural standard. (0,0)  
➡0⬆0
- Sarah's Suggestion: Consult Sarah on her seating preference for you. (1,0)  
➡1⬆0
- Guest Guide: Await indications from other attendees before choosing your spot. (0,1)  
➡0⬆1

**LEVEL III**

**Leaving the  
party**

**LEVEL III**

**Leaving the  
party**

**LEVEL III**

**Leaving the  
party**

**Now let's  
discover your  
protocol persona**

**The**

**Protocol**

**Personas**

**The**

**Protocol**

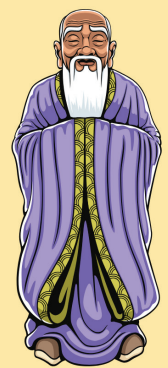
**Personas**



**The Heretic**



**The Outsider**



**The Sage**

Cultural Concerns

A mutual friend mentions Sarah’s discontent regarding some guests’ cultural unawareness. How do you internalize this?

**Self-Reflection:** Think about your behavior and touch base with Sarah for clarity. (1,1) **Move** ➡1⬆1

**Detached Dismissal:** Overlook the concern, believing it doesn’t pertain to you. (0,0) ➡0⬆0

**Friend Feedback:** Exchange views with the mutual friend, keen to understand their stance. (1,0) ➡1⬆0

**Guilt Gloom:** Get busy in a loop of introspection, analyzing every move you made during the party. (0,1) ➡0⬆1

Post-Party Protocol

It’s the day after the party. How do you reconnect with Sarah?

**Thankful Thought:** Dispatch a message or note of thanks expressing your gratitude for the evening. (1,1) **Move** ➡1⬆1

**Photographic Memory:** Forward any snaps you captured during the party. (1,0) ➡1⬆0

**Silent Stance:** Opt out of sending any follow-up. (0,0) ➡0⬆0

**Group Gauge:** Inquire with fellow attendees about their follow-up gestures before making your decision. (0,1) ➡0⬆1

Goodbye Gesture

The hour to depart is upon you. What’s your exit strategy?

**Grateful Guest:** Bid adieu to Sarah and each guest one by one, expressing your appreciation for the invitation. (1,1) **Move** ➡1⬆1

**Hushed Exit:** Quietly exit without drawing much attention. (0,0) ➡0⬆0

**Recollection Farewell:** Narrate an unforgettable moment from the soirée as part of your goodbye. (1,0) ➡1⬆0

**Follower’s Farewell:** Bide your time, waiting for others to depart before making your move. (0,1) ➡0⬆1

Protocol Personas

- 5. Drifter**  
Unaware of the game’s rules, Drifters move without strategy. Their actions stem from either informed or uninformed consciousness.
- 6. Sage**  
Masters of the game, Sages see every move and countermove. They understand the game’s depth, from its rewards to its power plays.
- 7. Clingers**  
Defenders of the status quo, Clingers resist game changes and new rules. Fearful of the unfamiliar, they cling to known paths, even if detrimental.
- 8. Outsiders**  
Unbound by system conventions, Outsiders offer fresh views. Their questions challenge norms, sparking introspection in insiders. Often unintentional educators, their unique stance can enlighten and transform participants.

Protocol Personas

- 1. Heretic**  
A nonconformist who challenges established protocol systems, pushing for change or an alternative approach.
- 2. Maintainer**  
The unsung hero of protocol systems. Maintainers ensure smooth operation, often without much recognition. They’re akin to protocol developers in blockchain or those who uphold family traditions.
- 3. Sufferer**  
Though acutely aware of the protocol system’s downsides, Sufferers remain, unable to or choosing not to change their situation.
- 4. Revealer**  
Those who shine a light on previously unseen protocol systems. Through their actions or words, they bring awareness to others, unveiling the system’s intricacies.

Persona Scores

- Heretic: (12-22, 23-31)**
- Maintainer: (0-11, 12-22)**
- Sufferer: (23-34, 0-11)**
- Revealer: (23-34, 12-22)**
- Drifter: (0-11, 0-11)**
- Sage: (23-34, 23-31)**
- Clingers: (12-22, 0-11)**
- Outsiders: (12-22, 12-22)**

The Sage

A Sage has the deepest awareness about the core values and principles of the protocol system, yet they possess the unique ability to transcend the protocol system and act with Autonomy in making their decisions. They’re not looking to disrupt the system like Heretics, but instead want to deepen and expand the knowledge and practices within the system. Sages are often seen as thought leaders, mentors, and guides. They have an intuitive sense of leadership and want other participants to get to enlightenment without forcing them to “see the water.”

The Outsider

An Outsider is a person who does not participate in a given protocol system. For instance, if the protocol system at issue is the legal profession, a person who is not a lawyer would be an Outsider to that system; if the protocol system is Christianity, a non-Christian would be an Outsider. Outsiders offer alternative perspectives that can increase a protocol participant’s Awareness or Insight regarding their system. Outsiders can ask questions about certain practices of the protocol system (Why do lawyers have to take the bar exam? Is the Christian God punitive or merciful?) that may prompt deeper introspection and protocol examination in insiders. Even just meeting an Outsider or hearing about their lives may help to trigger Awareness in a protocol participant. Outsiders can function as Educators, even unintentionally.

The Heretic

A person who does not agree with the rules or practices of the protocol system and who wants to either change the system or begin an alternative protocol system. Examples of famous heretics include Martin Luther, revolutionaries like those in the French, American, and Russian Revolutions, secessionists like the leaders of the Confederate States of America or the Basque movement in Spain, Martin Luther King and other leaders of the Civil Rights movement, Gandhi, suffragettes, Galileo, and others who have challenged paradigms.



**The Drifter**



**The Clinger**



**The Revealer**



**The Sufferer**

**Learn about  
protocol personas**



## The Revealer

Revealers are people who, through their words or actions, help others to gain Awareness of a protocol system that they inhabit. They make a protocol system visible when it was invisible before — they reveal the protocol system's existence to its unconscious inhabitants.

## The Clinger

Clingers are people who resist change to existing protocol systems, whether in altering the rules of the system or in the roles that people play within the system.

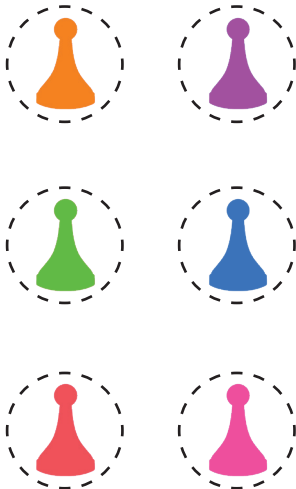
Clingers also resist the creation of new protocol systems that could challenge or improve upon existing protocol systems. Clingers fear change and hold tight to the familiar even if the familiar is harmful to them or others. Clingers can be either Reapers or Fodder. Fodder may cling to the protocol system in the hope that one day they may transition to a Reaper.

To learn more about Clingers, Reapers, and Fodders, scan the QR code at the end.

## The Drifter

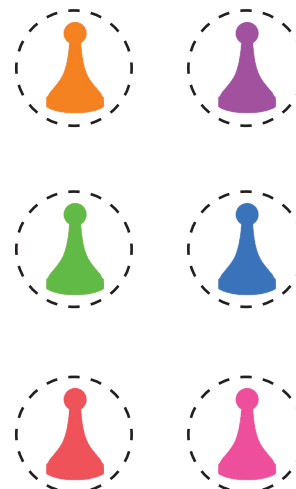
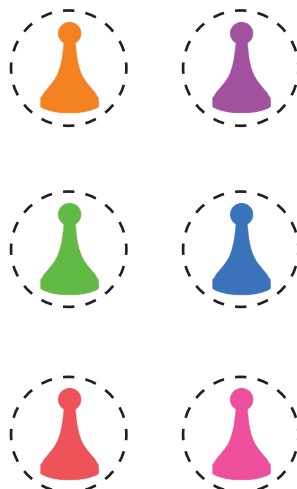
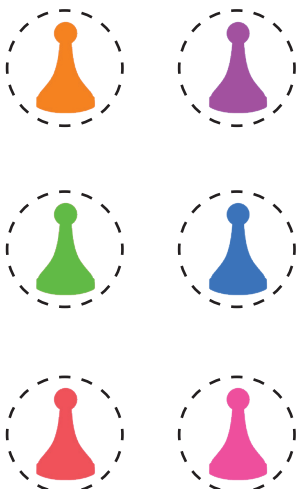
A Drifter is someone who has no Awareness of the protocol system they are participating in. They don't see the water they swim in, so lack agency in the decisions they make regarding the protocol system. They are either in a state of Informed Consciousness or Uninformed Consciousness.

CUT OUT GAME PIECES!



## The Sufferer

Sufferers are people who live in an Informed Conscious Dysphoric state without changing their situation. Despite their heightened Awareness and Insight, they continue their role in a protocol system. Examples of Sufferers include individuals who doesn't leave a toxic or abusive relationship or professionals who stay in their career despite misery. Sufferers are abused by their situation within a protocol system but cannot or will not alter it.

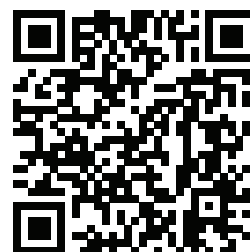








Protocol*Kit*



RETROSPECTUS



NEWSLETTER

