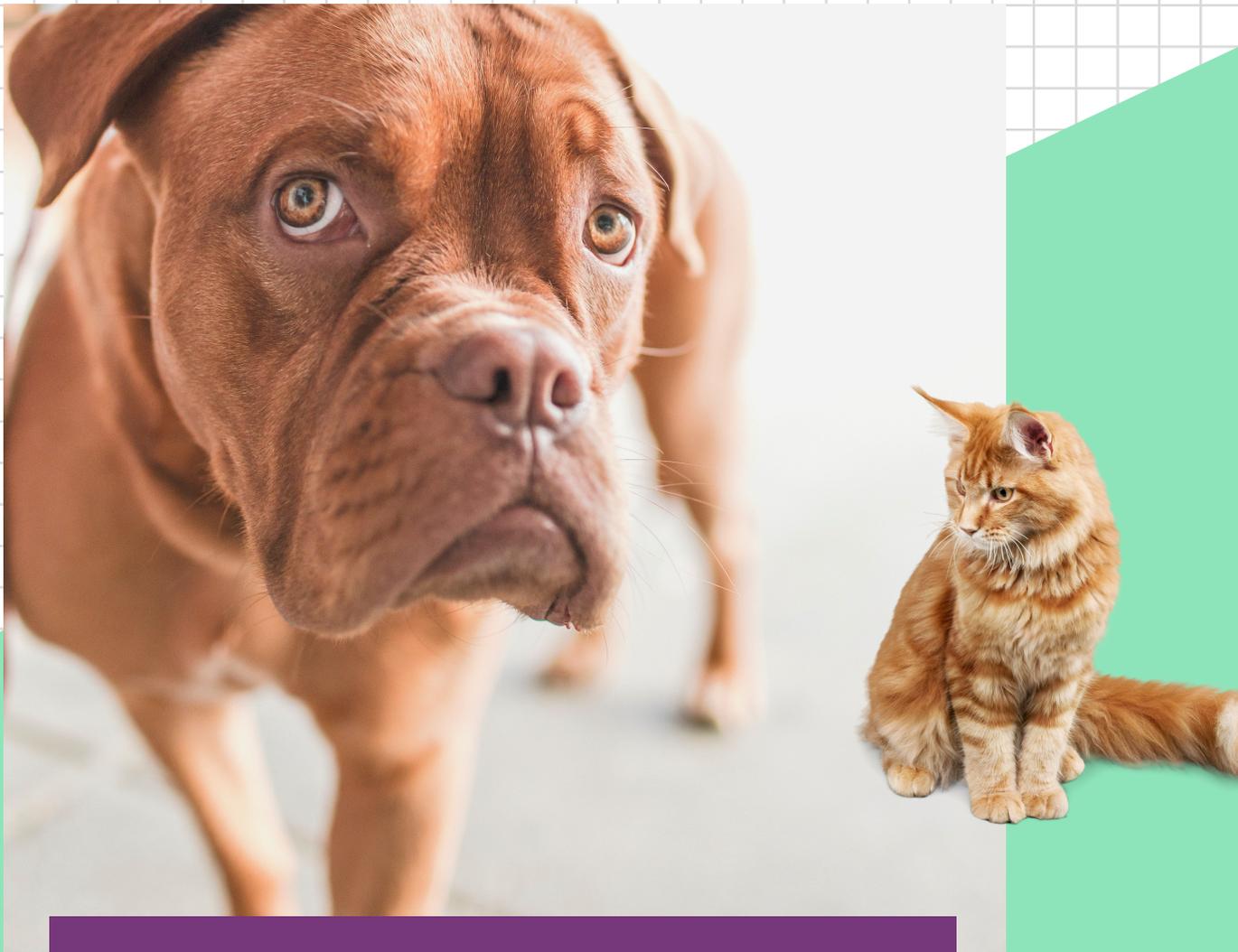


YOUR GUIDE TO CATS & DOGS



RACHELBEOHM.COM

WHAT IS "DOG" BEHAVIOR?

When you think of a stereotypical dog, what traits come to mind?

LOYALTY & DEVOTION
ACCOMMODATING
HAPPY TO SEE YOU
THEY DO WHAT YOU TELL THEM (SOMETIMES)

You can probably think of several others.

These traits show up in certain behaviors. Dogs want to be near you, look at you, and **give you attention**. They are nourished by **praise** and **attentiveness**. They want to **please you** and cower in shame when scolded.

All these traits and behaviors are
RELATIONSHIP-ORIENTED.

Sometimes, people operate like dogs, too. When people are in "dog mode," they focus on **morale, relationships, and emotions**. They want everyone to be happy and feel connected. They worry about conflict and hurt feelings. They want others to like them and need encouragement and affirmation.

WHAT IS "CAT" BEHAVIOR?

When you think of a stereotypical cat, what traits come to mind?

ALOOF
CONFIDENT (MAYBE ARROGANT)
INDEPENDENT
FOCUSED ON WHAT THEY WANT

You can probably think of several others.

These traits also show up behaviorally. Cats do their own thing. They're only interested in you when you have something they want. They don't need your praise, attention, or approval. They want freedom and independence.

All these traits and behaviors are
ISSUE-ORIENTED.

Sometimes, people operate like cats, too. When people are in "cat mode," they focus on getting things done. They value productivity, facts, information, and progress. They don't worry about people and their feelings or opinions. They make decisions according to their values, not what others might think.

SO WHAT?

No one IS a cat or a dog, though most of us lean in one direction or another. The key is to notice behaviors in the moment and **adapt** to what the other person needs.

Why do I have to be the one to adapt?

You only have control over your own behavior and communication.

If you want to get your message across, you must **accommodate** the style of the other person. There's no point attempting to communicate if everything you say gets "lost in translation."

When you speak the other person's
nonverbal language
and meet their needs,
RECEPTIVITY INCREASES.

So, how do you do this?

IF YOU SEE DOG BEHAVIOR:

Be Approachable.

Relax your body language. Instead of straight posture, allow your weight to shift to one side and open up your body language. Nod your head. Smile.

Make Eye Contact.

When the other person is speaking, look them in the eye. Get off your phone or computer. Stop glancing at the clock. Give the person your attention.

Give Encouragement.

Acknowledge growth and accomplishments. Offer praise for attempts and achievements. Give compliments, pats on the back, or high-fives. Sandwich criticism between two commendations.

When you see Dog behavior,
BE FRIENDLY and POLITE.



IF YOU SEE CAT BEHAVIOR:

Be Authoritative.

Stand straight and tall. Don't lean, shrink, or fidget. Be grounded and confident in your posture. Keep your head straight. Curl your voice down at the ends of statements.

Get to the Issue.

Focus on the task or issue at hand. Don't waste time, beat around the bush, or sugarcoat the truth. Be direct and honest.

Arouse Curiosity.

Don't chase a cat; it will run away. Get the cat to come to you by capturing their interest with something that is dangled just out of reach. DO NOT DO THIS with someone in "dog" mode. It's mean! If you tease a dog, you'll get bitten. Cats love it.

When you see Cat behavior,
STICK TO THE POINT.

