

# Master World *your*

10 Dog-Inspired Leadership Lessons to Improve  
Productivity, Profits, and Communication

Mary Kelly, PhD

## 1. Reward good behavior.

- a. Because you \_\_\_\_\_ what you \_\_\_\_\_ .
- b. People need to know when they are doing \_\_\_\_\_ .
- c. If you are going to reward people, make sure that the reward:
  - i. Does not come at the \_\_\_\_\_ of others.
  - ii. Is \_\_\_\_\_ for that person.
  - iii. Is for a \_\_\_\_\_ activity.

## 2. Do not reward undesirable behavior.

- a. Because you \_\_\_\_\_ what you \_\_\_\_\_ .
- b. Oftentimes we do not correct bad behavior because we don't want to create \_\_\_\_\_, seem \_\_\_\_\_, or cause \_\_\_\_\_ .
- c. If we do not correct people who work for us and help them develop, we have made them \_\_\_\_\_.



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## 3. Be consistent.

- a. Because you \_\_\_\_\_ what you \_\_\_\_\_ .
- b. If it was okay \_\_\_\_\_, then it should be \_\_\_\_\_  
tomorrow.
- c. There is no \_\_\_\_\_ in a dog's life.

## 4. Help people succeed.

- a. \_\_\_\_\_ makes us respond in ways that are not our instinct.
- b. \_\_\_\_\_ increases of human capital and makes us more  
\_\_\_\_\_ in the workplace.

## 5. Give people the tools they need to succeed.

- a. How do you figure out what people need? \_\_\_\_\_
- b. Listen to good ideas.



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## 6. Do the right thing.

a. Doing the right thing varies based on TPED:

- i. Training
- ii. Perception
- iii. Experience
- iv. Demographics

b. Doing the right thing is also good \_\_\_\_\_ .

c. The right thing impacts other people.

i. Business goal \_\_\_\_\_ .

1. Steps to achieve goal:

a. \_\_\_\_\_

b. \_\_\_\_\_

c. \_\_\_\_\_

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ii. Personal goal \_\_\_\_\_ .

1. Steps to achieve goal:

a. \_\_\_\_\_

b. \_\_\_\_\_

c. \_\_\_\_\_

**7. Do the right thing at the right time. Take the right  
action.**

a. \_\_\_\_\_ will happen!

b. Respond appropriately.



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## 8. Serve with a cheerful heart.

- a. \_\_\_\_\_ it until you \_\_\_\_\_ it.
- b. Substitute \_\_\_\_\_ with \_\_\_\_\_ to create a sense of daily gratitude.

## 9. Don't jerk the leash.

- a. Leaders differentiate between \_\_\_\_\_ and \_\_\_\_\_ .



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## 10. Communicate, communicate, communicate!

- a. Watch that tail!
- b. Overly develop listening skills.
- c. The onus of communication is always on the person doing the \_\_\_\_\_.
- d. We have to communicate the way the receiver best \_\_\_\_\_.

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**Mary Kelly, PhD** is a nationally recognized and renowned economist and leadership expert specializing in improving business efficiency and maximizing available resources.

Based on Mary's acclaimed keynote speech "Leadership Lessons from the Dog," *Master Your World* was written for new managers, experienced supervisors, and team leaders who are looking to improve their workplaces as well as parents and community leaders seeking fresh ways to deal with challenges.