

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.