



PINPOINT



In certain situations it is appropriate to increase our cat-like behaviours and in other situations we want to increase our dog-like behaviours.

Michael Grinder

The analogy

Cats and Dogs is an analogy for understanding our behaviours of communication. It is not a model of personality.

We all have parts of us that can be said to be dog-like and other parts cat-like. It is situational. In other words, it depends where we are and what role we are adopting.

By studying ourselves through this analogy, we can gain a new perspective on our behaviors. And can see how we can profit by increasing either cat-like or dog-like attributes appropriate to specific situations.



To categorise an individual as either a cat or a dog is to be disrespectful of the intent of the analogy.

Michael Grinder

Cats

Cats like being first. Their qualities emerge in these four descriptors:

- Challenge: cats are pioneers, with unreasonable dreams
- Ambition: cats find freedom in chaos
- Risk: cats have peak performance with things at stake
- Tension: cats respect you if you put them under pressure.



The majority of people tend to be more dog than cat.

Michael Grinder

Dogs

Dogs don't mind cats being first. Their attributes occur like this:

- Challenge: dogs are more settlers than pioneers
- Ambition: dogs prefer the status quo
- Risk: dogs are uncomfortable taking risks
- Tension: dogs freeze under pressure.



Dog players pass. Cat players shoot.

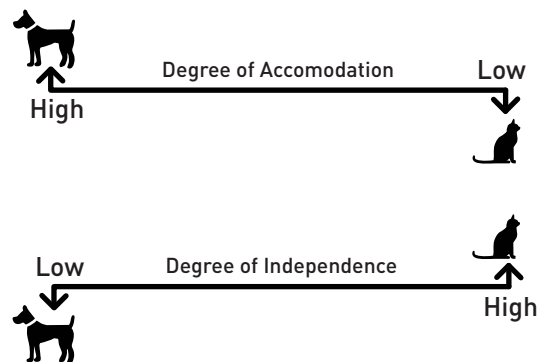
Michael Grinder

REFERENCES

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Accommodation and Independence

Cats and dogs are opposites in terms of both accommodation and independence. Accommodation is the trait of taking into account and accepting others' feelings. Independence is the ability to strike out on one's own, irrespective of others' feelings or acceptance.



Person and Position

Dogs act from their person. And cats from their position. So much so, in fact, that the term person is interchangeable with dog, and position can be substituted with cat.

Put these two attributes together in two crossed continua and you can see how to balance these opposite traits to become more accomplished — to achieve like a cat and cooperate like a dog.

Michael Grinder, the inventor of the model, identifies this optimal combination as the hallmark of charisma: — the power of

