

## Rules of Lizard Logic

Overarching rules: protect, compete, eat or be eaten

Motivation	Behavior
1. Get it now!!!	Impulsive
2. Fight, flight, freeze	Threatened
3. Be dominant	Competitive
4. Defend the territory	Defensive
5. Get the mate!	Sexually competitive
6. If it hurts, hiss!	Complaining
7. Us = Good; Them = Bad	Intolerant

Lizard behavior is hard-wired, i.e. reactive, knee-jerk, irrational, hormonal, counter-productive for the past 1,000 years or so. It is a physiological/psychological response to ANY perceived threat (even getting up in front of the room). Physical reactions include *dilated pupils, goose bumps, sweaty palms, increased respiration and heartbeat, "butterflies" in the stomach, aching shoulders, chills (as blood leaves surface of skin)*. This is based on a book called Dinosaur Brains.

The "Lizard Logic" chemicals take about an hour to subside in our bodies (depending on the severity of the reaction). The only sure way to short-circuit this reaction is by re-programming our brains to only identify *actual threat* as threatening. Some examples of situations we mis-identify as threatening, thus ensuring Lizard Logic will kick in:

Job Interviews  
Speaking in Front of a Group  
Giving and Receiving Feedback  
Vulnerability (being open and candid)  
Listening Objectively  
-and-  
The All-Time Winner: Interpersonal Conflict