

@Mindset_Machine

Top 10 Lessons From "How To Win Friends And Influence People" by Dale Carnegie

The Only Book You Need to Lead You to Success

"Three-fourths of the people you meet are hungering for sympathy. Give it to them and they will love you."

1. Don't criticize or condemn:

- a. If you criticize or complain about someone, they will feel like they are being attacked.
- b. This is going to turn them against you.
- c. Instead of criticizing, try to understand why people do what they do, empathize, and forgive.

2. Give honest appreciation:

- a. What do most people want?
- b. We all want to feel important and appreciated.
- c. Make someone else feel this way, and they will love you for it.
- d. Remember, don't do this dishonestly. People will see straight through it.

3. Talk to people about what they want to talk about:

- a. One of the best ways to strike a conversation is to figure out what interests other people and talk about it.
- b. If you want to catch fish, you can't do that with cheesecake just because you think it tastes good.

4. Encourage people to talk about themselves.

- a. Most people loosen up even in tense situations if they start talking about what they know. Namely, themselves.
- b. And, listening closely to someone "is one of the highest compliments we can pay anyone."

5. Be a good listener:

- a. Good conversationalists start by being good listeners.
- b. Carnegie spent an entire evening at a party listening to a woman about her travels and she felt that she had the best conversation ever! Even though all he did was listen!

6. Remember people's names:

- a. As the saying goes, the best sound in any language is a person's own name.
- b. Carnegie cites examples of statesmen who went out of their way to remember names and it did help them connect with people in the long run.

7. Let the other person save face.

- a. Avoid delivering bad news publicly or humiliating the person in any way.
- b. Just because we disagree with someone doesn't mean it's okay to belittle them.

8. Ask questions instead of giving direct orders:

- a. No one wants to be ordered around.
- b. You could use questions to spark creativity and reach common solutions.
- c. Instead of telling someone not to do something, ask them if they've considered the better option.

9. Get others to think the conclusion is their own.

- a. No one can be forced to truly believe something.
- b. That's why the most persuasive people know the power of suggestions over demands.
- c. Plant a seed and when that's blossomed, avoid the urge to take credit for it.

10. Don't Attempt To "Win" An Argument

- a. If you feel as if you've won an argument because the other person accepted your point of view, you've still lost over the longer term.
- b. You have made the other person feel inferior and probably hurt their pride.
- c. Avoid it at all costs.