How To Win Friends & Influence People

$15.82 · Dale Carnegie Poster How to Win Friends and Influence People Poster. Perfect for those interested in motivational quotes. You may also be interested in life coaching or inspirational quotes and this will hit the spot too.



- [ ] Don't criticize, condemn, or complain.
- [ ] Give honest, sincere appreciation.
- [ ] Arouse in the other person an eager want.
- [ ] Become genuinely interested in other people.
- [ ] Smile.
- [ ] Remember that a person's name is, to that person. The sweetest & most important sound in any language.
- [ ] Be a good listener. Encourage others to talk about themselves.
- [ ] Talk in terms of the other person's interest.
- [ ] Make the other person feel important - & do it sincerely.
- [ ] The only way to get the best of an argument is to avoid it.
- [ ] Show respect for the other person's opinions. Never say "you're wrong".
- [ ] If you're wrong, admit it quickly and emphatically.
- [ ] Begin in a friendly way.
- [ ] Start with questions to which the other person Will answer yes.
- [ ] Let the other person do a great deal of the talking.
- [ ] Let the other person feel the idea is his or hers.

- [ ] Try honestly to see things from the other person's Point of view.
- [ ] Be sympathetic with the other person's ideas & desires.
- [ ] Appeal to the nobler motives.
- [ ] Dramatize your ideas.
- [ ] Throw down a challenge.
- [ ] Begin with praise and honest appreciation.
- [ ] Call attention to peoples mistakes indirectly.
- [ ] Talk about your own mistakes before criticizing others.
- [ ] Ask questions instead of giving direct orders.
- [ ] Let the other person save face.
- [ ] Praise every improvement.
- [ ] Give the other person a fine reputation to live up to.
- [ ] Use encouragement. Make the fault seem easy to correct.
- [ ] Make the other person happy about doing what you suggest.

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