

How to Win Friends & Influence People:

Pt II: *Six ways to make people like you*



Principle

Concept of Principle

When & how have you seen this

Become genuinely interested in other people

Smile

Remember that a persons' name is to that person the sweetest and most important sound in any language

Be a good listener. Encourage others to talk about themselves

Talk in terms of the other person's interests

Make the other person feel important - and do it sincerely