

How to win friends influence people



How To Win Friends & Influence People Book Name: How to Win Friends & Influence People Author: Dale Carnegie Summary: It's a book of human relationship techniques, full of living skills there. This book include the fundamental techniques in handling people, the ways to make people to like you, how to win people to your way of thinking and the techniques to change people without giving offense or arousing resentment. The fundamental techniques in handling people, are the ways to making friends with others, also maintain good relationships with them. The author asked the reader don't criticize, condemn or complain others. And give honest and sincere appreciation to people.

At last, arouse in other person an eager want. Then, you will discover that, making friends was just a simple thing. It provides six ways to make people to like you, which are really useful. Become genuinely interested in other people. Always smile to others.

To remember a person's name is to that person the sweetest and most important sound in any language. Being a good listener. To encourage others to talk about themselves. Talk in terms of the other person's interests. Make the other people feel important, and do it sincerely.

To win people to your way of thinking, you need to show respect for the other person's opinions; to begin your argument in a friendly way; be sympathetic with the other person's ideas and desires; appeal to the nobler motives; and dramatize your ideas. Then you can throw down a challenge and make the others to think in your ways. Comments: It is the best book I had read in my life. The most useful, practical and easiest techniques to

build close and trust-based friendship. In the first part, the fundamental techniques in handling people, helps me to handle my daily works in my part-time job.

I work as a part-time teller in a bank. Everyday, I need to face the costumer, some of them were not friendly, and some were tempered. The book tells me to control my own feeling first, then make them claim down, relax, and then to the best ways of communication. Let me finish my tasks in the most effective way. Besides, the ways to win people to your way of thinking were also helpful to me.

I am a committee in the Drama Society. After I learn this topic, I discovered that, I could make others to change their mind easily. Making them accept my opinion in all of the meetings. Helps me to communicate with them. At last, I would like to say, it's really an effective way to improve yourself while you use this book.

It's a part of personal development, a way of improvement. Book Reports.