

How To Make People Like You

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Introduction

The following principles are universal and timeless. They are as old as man himself. They transcend race, culture, language and social strata. History has shown that men who regularly applied principles like these became great men. Master them and you too will become great. People will love you and be loyal to you even to death as you apply these principles with them. You would do yourself well if you review regularly the contents of this booklet. Make them a habit. Incessantly incorporate them into your life. Slowly meditate on them. Find ways to apply them. It is highly advisable to ask a roommate, spouse, or friend to point out to you when you violate a given point. At the end of each week review your past performance. Correct your mistakes. The first step to becoming a great person is to want it bad enough. Congratulations for taking that step.

What Are People Like ?



It has been shown that among people who have been financially successful only 15% of their success could be attributed to their grasp of technical knowledge. These same individuals admitted that most of their success, about 85%, was due to their ability in working with people. It is no wonder why it is so important to know what makes people work.

Most people are only interested in themselves. If we want them to really like us then we must appeal to their self-esteem, improvement, and what they want. Basically we can summarize these into one principle describing the deepest human craving:

The Desire To Be...

A P P R E C I A T E D !



Making and Keeping Friends

Since people desire to be appreciated your effectiveness with them will greatly depend on how well you can appeal to this need. The following pointers can greatly enhance your ability. (Bold-face words are used to form the acrostic "friendship.")

FRIENDSHIP.

To have friends we must be friendly. We must get out of the dungeon of self by being "people-minded."

RELAX.

Be yourself if you are uptight due to fear, chances are that the other person will sense it. He will become that way too.

Be **INTERESTED**.

If you want to be interesting, be interested.

Give genuine **EXCLUSIVE** attention.

Don't get distracted or daydream.

This is offensive. By giving your undivided attention you are saying, "I care and you are important to me."

Remember his **NAME**.

A person's name is like music to his ears. If you forget it, this will be a negative point towards you. Ask the person to spell and pronounce it. Use it in your conversation. Write it down. Use mental tricks like associating name with something similar, or with his features, job, etc.

DRESS and look appropriate.

Have a good hygiene. In these areas people can overdo it by looking like they were part of a circus act, or by underdoing it, looking like an exploded mattress factory.

SMILE.

A smile says, "I enjoy you, I'm glad to see you, you make me happy." You are always welcomed if you wear a smile.

HAVE questions to ask about himself.

Some areas are: family, school, job, sports, hobby, present and future plans, and personal accomplishments.

IDENTIFY yourself with the other person.

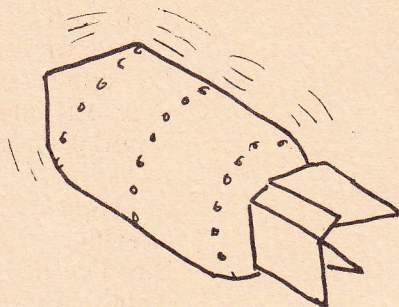
Put yourself in his shoes. This will make you sensitive to him.

Lavish genuine **PRAISE**.

With any person, if you try hard enough, you can find a commendable area. They will eat it up.



Defusing Bombs



In our conversations with others, sometimes we can get into touchy situations which could potentially hurt our relationship. By paying attention to the following guidelines you can avoid real "lemons" and still make lemonade out of the situation. (Bold-face words are used to form the acrostic "defusing bombs.")

DON'T talk too much.

A recent study has shown that the biggest reason why salesmen lose sales is because they talk too much. People are more interested in themselves than in you. Wise old Solomon once said, "Don't talk so much. You

keep putting your foot in your mouth. Be sensible and turn off the flow!" (Proverbs 10:19 LB).

EMPHATICALLY point out good points he brings out. By this you are telling him that his thoughts and opinions are important and appreciated.

FORMULATE "yes" questions.

These are questions to which the other person would have to say "yes." This will cause the other person to be positive towards your line of thinking and therefore embrace your conclusion. As you ask questions, smile and positively nod your head.

UPHOLD and support though not necessarily agreeing. Statements like "I've never heard that before" or "That's interesting" permit you to be appreciative of a person's thoughts though you don't agree with them.

SWITCH negative to positive.

If a person disagrees with you and you know he is wrong, you can try the following approaches to get back on a positive note:

"You know, on this point I have thought otherwise but I could be wrong. In the past I have been wrong. I would really appreciate being shown right, so let's look at this information and see for ourselves."

"You know, if I were in your shoes, I'd probably feel the same way." (Here you are sympathizing with the individual).

IF you are wrong be quick to agree.

NEVER command.

People don't like to be pushed around or lectured to, so don't bulldoze yourself and your views on them.

Be **GENTLE** by being soft-spoken.

Watch your tone of voice and keep your hands on the volume control. A gentle answer turns away wrath.

BE as agreeable as possible.

You will be showing that you side with him as a person. He won't be defensive then.

OIL your speech with potential case words.

Words like "may, might, could, perhaps, and if" can greatly enhance your ability to get people to do something. Their use can communicate a spirit of flexibility and liberty without pressure. Here is an example: it is better to say, "You might want to do your homework," than saying "You must do your homework."

Motivate by appealing to noble motives.

For example it is better to say, "I'm sure that you, as an intelligent and well-informed person will want to understand this," instead of saying, "You should try to understand this."

BRUSH away arguments.

Never, never, never argue. Even if you win the argument you have lost that person. Generally speaking, avoiding telling a person that he is conclusively wrong. He will oppose you to the end in order to save face. It is not worth it.

SEE if they understand.

When explaining something to an individual it is good to find out where they are at in their understanding. A question like, "Does this make sense to you?" is excellent. Use it several times throughout your explanation.

Cut out the card below. Carry it with you at all times.
Review it daily and especially before meeting with
individuals.

F r i e n d s h i p

Relax

Interested, be that way

Exclusive attention

Name, remember it well

Dress appropriately

Smile

Have questions to ask

Identify with person

Praise the person

For more copies write:

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