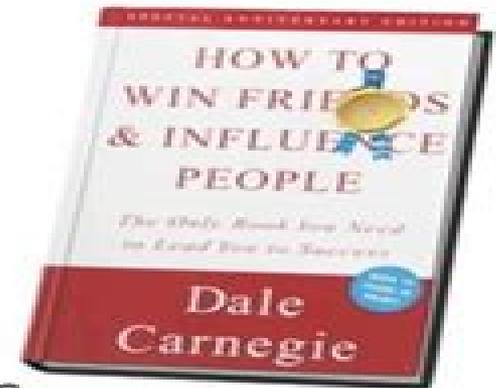


How To Win Friends And Influence People

- **Smile**
- **Always begin** with a friendly way
- **Let the other** person save the face
- **Don't criticise**, condemn or complain
- **Give honest** and sincere appreciation
- **Let the other** people do the all talking
- **To get the best** of an argument, avoid it
- **Ask questions** rather than giving orders
- **Show respect** for other people's opinions
- **Always begin** with praise and appreciation
- **Remember** and use the other person's name
- **Become genuinely** interested in other people
- **Talk in terms** of other person's interests
- **When wrong**, admit it quickly and definitively
- **Arouse an eager** want within the other person
- **Be a good listener**. Let others do more talking
- **Go out of your way** to make people feel important
- **Publicly praise** the other person's accomplishments
- **Try to see things** from the other person's point of view



How To Win Friends And Influence People Report

Zhe Xu



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