



6 Ways to Make People Like You

In his book *How to Win Friends and Influence People*, Dale Carnegie shares what he believes to be the most effective ways to influence people and make them like you. He shares six tactics you can employ to be a more likable person. These tactics include:

- 1) **Be genuinely interested in other people.** Listen when they speak. Allow others to tell you a full story, without interrupting with your opinion or advice.
- 2) **Smile.** Smiling indicates a pleasant and non-aggressive nature. People are drawn to others who are quick to smile.
- 3) **When speaking to people, use their name.** People like to hear their own name, and when you remember their name and use it in conversation, others will notice that you pay attention and care about them.
- 4) **Be a good listener and encourage others to talk about themselves.** When others are around you and they can't seem to get a word in edgewise because you are talking about yourself, they will not feel important. It is important to listen to what other people have to say, even if you don't agree with what they're saying. Being quiet and allowing others to speak will cause people to take pause when you do speak.
- 5) **Talk in terms of other people's interests.** When you know someone is interested in a certain topic, be sure to bring it up and ask them about it. This shows that you genuinely care about them and they will be more likely to confide in you in the future. Last but not least,
- 6) **Make people feel important, and do it sincerely.** Almost everyone has the desire to feel important. They want to be significant to others. You can do this by subtly recognizing the person's importance in their little world.

These tactics can help you to become more friends and influence more people to like you, but the most important take-away from the tactics above is to be a sincere person. In everything you do for people, make sure you are doing it out of sincerity and not selfishness.

Source:

Anthony, R. (n.d.). How to Win Friends and Influence People. Retrieved April 17, 2015, from
<http://ecclesia.org/truth/friends.html>

Carnegie, D. (1981). *How to win friends and influence people* (Rev. ed.). New York, NY: Simon and Schuster

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