

## [HOW TO MAKE FRIENDS AND INFLUENCE OTHERS](#)



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My friend couldn t believe it, because he had already said no for him. Turns out, most people are this accessible. We just have to believe they want to hear from us. How to win a friend Winning friends was a phrase popularized by Dale Carnegie, and it s one that bothers me. It sounds self-serving.

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To win friends and influence people, work on showing off your good character by being supportive and kind to others, while also maintaining a reliable and enthusiastic personality. Practice being a good active listener, which can involve prompting a speaker with a small noise. When you speak, use low register tones and don t be afraid to use some volume. However, make sure you use agreeable

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### **How to Win Friends Influence People Dale Carnegie**

The first describes how critical it is to become interested in other people because you will make more friends compared to having others interested in you. When he moves onto the second principle, he explains the importance to smile in a heartwarming way because it will brighten the lives of those who see it. Dale then describes the importance to recall a person's name in the third principle

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### **How to Win Friends and Influence People Quotes by Dale**

You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you.

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