

Dale Carnegie's Secrets to Success

1. **Don't criticize, condemn or complain. When people are criticized, they rarely respond well.**
2. **Give honest and sincere appreciation. Appreciation is one of the most powerful tools in the world.**
3. **Arouse in the others an eager want.**
4. **Be genuinely interested in other people.**
5. **Smile.**
6. **Remember a person's name. To that person, it is the sweetest and most important sound in any language.**
7. **Be a good listener. Encourage others to talk about themselves.**
8. **Talk in terms of the other person's interests.**
9. **Make the other person feel important – and do it sincerely.**
10. **The only way to get the best of an argument is to avoid it. Whenever we argue with someone we all lose.**
11. **Show respect for the other person's opinions. Never say, "You're wrong."**
12. **If you are wrong, admit it quickly and emphatically.**
13. **Begin in a friendly way.**
14. **Start with questions to which the other person will answer "Yes."**
15. **Let the other person do a great deal of the talking.**
16. **Let the other person feel that the idea is hers.**
17. **Try honestly to see things from the other person's point of view.**
18. **Be sympathetic with the other person's ideas, desires, and feelings. People hunger for sympathy.**
19. **Appeal to nobler motives.**
20. **Dramatize your ideas.**
21. **Throw down a challenge.**

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SA Adler



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