Answer ANY TWO questions in your words (minimum 1000 words each).   
Cite sources in your answers from where you have included material (Mandatory).

**Given an opportunity how would you improve friendliness, fairness and social justice? What strategies would you adopt to influence the behavior and attitudes of people around you?**

Before giving any strategies it is important to understand that it is not easy to influence people as *people only do something only when they want to do it*. If we ever dare to suggest people to do something, the most likely result would be, them getting defensive about your statement, simply because that is not something that they would want to do. The first step towards improving our social environment is to observe if there is something that needs to be improved and if it is needed, it is important to recognize what changes that are to be made to ask yourself whether the solution is to your sole advantage alone or to the whole of the society in general. Only through recognizing the problems and thinking about them deeply we can come up with solutions to improve our social environment.

Once we recognize the problem, we need to come up with a solution for it. No individual can come up with a solution that is a panacea for the problems we face. Only through collective effort, effort put through by numerous groups of people we can work towards solving the problem. Influencing a person is quite different from trying to influence a group of people as no one person is the same; everyone thinks differently, works differently and functions differently. The only way to influence people is not through some tyrannical methodology but through genuine sincerity and appreciation of a better social environment. As it is the only right approach to get people to do what *they* want to do.

To influence people is to see things from their perspective and see how would they feel or react to a certain situation. Influencing through mobile phone would be one of the best methods to get to people, as everyone nowadays owns a mobile phone. The news they view, the people they interact with, the content they get on their social media feeds play a huge role in how a person views the world and what kind of story they tell themselves about it.

Now let’s take a look on how we can influence people in each individual disposition i.e. friendliness, fairness and social justice. Why disposition? As not every individual is wired the same, we’ll need a down to earth yet a mind changing approach to influence people. What exactly is friendliness? Is it being friendly with everyone? Is it behaving in a good manner with everyone? Is it being helpful to whoever we can? Or does it mean not shunning or getting shunned by the other person faces a problem or when you face a problem? These are a few of many questions that come to my mind when the idea of being friendliness it being told to me.

Well then what about fairness and social justice. Are these two the same? These two words are used interchangeably. While social justice is a criteria created by the society to judge people, situations and the world based on certain agreed upon facts that are used to govern the society, whereas fairness is an individual’s stand point on how he or she judges the society and its people. What principles would the system of social justice use to judge and govern people? What if social justice of a particular person goes against the fairness of a group of people or if the fairness of one person does not align with the social justice criteria of the society? What principles would be used then? Who would we listen to? This is why influencing people is never as easy as it seems, we have to consider every individuals opinions and collectively land upon an agreed solution.

Let’s take a look on how we can approach the friendliness problem of influencing people. It is a known fact that people will always give to others what they receive from others. For other people to be friendly with us, we must first learn how we can be friendly with them. We must learn how to deal with people and how to interact with them in the best possible way. In the books how to win friends and influence people, the author talks about various methods in which we can change our own identity and the way we deal with people. He mentions that we must not criticize or condemn, appreciating heartily the other person in every improvement they make no matter how small they may be, empathize with the other person, listen carefully in a conversation and let the other person speak more. This can at most be practiced individually as being friendly is an individual characteristic personality.

Fairness too is an individual characteristic personality trait; every person thinks differently and judges the world through their principles and values. We all tell ourselves stories about the world and the things that happen to us. Once a person decides what they value, their perception falls in line. What we value helps us make decisions from the paradox of choices. Every individual’s goals determine their perception and their value codetermines their reality. Changing a person’s value is to be taken by the person themselves, it is impossible to force a person to think in way we would like them to. People only do something when they want to do it. So to influence them you have to first consider their opinions and then state your opinions in such a way that they can benefit from the new ways of thinking at the same time.

It is easier said than done, but one method I can think of is through the social justice paradigm. Majority of the people tend to let others make decisions for them. What could be better than a cumulatively agreed decision that everyone will willingly follow. Although this might seem exciting, it is a really tough one to tackle as not everyone will be ready to accept the same things, but if can get majority of a group to agree on certain decisions, then it would be possible to implement them into our social environment.

It will take time but it certainly is possible to achieve. There are many individuals out in the world who are great examples of friendliness, fairness and social justice who are really inspirational and in a way influence others to be like them. In the end, it depends upon whether the individual is willing to change or adapt themselves to become a better person than they were before.

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Books –

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Feeling Good by David D. Burns M.D.

Podcast –

12 Rules Seattle: Facts, Stories and Values on The Jordan B. Peterson Podcast.

**Why and how it becomes difficult to value others and themselves, respect the authority of others, keep promises, avoid unnecessary problems with others, avoid cheating and dishonesty, thanking others and making them work Encourage? Are ethics difficult or almost impossible to adhere to?**

Human beings are in a perpetual state of solving their *own* problems. People will always do things *they* want. They take words and interpret it in ways that suit *their* need. The question of what people value again come into play, as what people value highly determines their reality and how they view the world. We human beings are self-centered and selfish not because of some outer influence from the society but because that’s just how human behavior is wired. It’s just how our consciousness works.

Every individual’s motive can be defined by what the person desires. There are certain base desires that we human beings possess and a combination of those desires determine what we value, how our personality is, how we perceive the world and how we react to it. Understanding these base desires can help us understand human nature, according to Steven Reiss author of Who am I? He believes that we have sixteen base desires and that a combination of these bases desires is what brings individuality and uniqueness among us.

The reason for why we find it difficult to value others, respect their authority, keep promises, avoid unnecessary problems with others, avoid cheating and dishonesty, thanking and encouraging others is not because we don’t want to or are not willing to, but it’s simply because we fail to notice the action of other people. We are constantly thinking about ourselves and we hardly find time to think about others or even notice what others are doing. We notice others only when it directly affects us otherwise it just becomes an obstacle in our path.

In my opinion every person in this world is narcissistic up to a certain extent, maybe some than other but who would not like to talk about themselves, praise their own achievements in front of others and get praised about others. In what I have observed people most of the time like to talk about them and given an opportunity they would do it hours and hours without a second thought. But in the end this is just a personal opinion, what I may or may not be agreed by everyone and that brings us to the next reason.

No one person will have the same opinions, everyone has their own judgments, their own reasons for why they do things and why they like different things as compared to others. Whenever there is a clash of opinions, there is also a clash of pride and ego and when this happens people tend to become defensive because what the other person is saying goes against their values and in way threatens their self-worth. In his famous book *The Subtle Art of not giving of F\*\*k*, the author Mark Manson says something he calls as *The Manson Law* and it goes something like this, *“The more something threatens our identity, the more we tend to avoid it”.* Then in this context, the tendency of human beings to be self-centered and not noticing others is a part of our identity.

In the past this would have helped us survive in the forests as we have to be aware of our needs and what will be needed to be done in order to survive another day in the wilderness. We can’t really blame our ancestors because it is what they needed to continue existing. In today’s world being dependent and independent will not bring us any good, as human beings are social animals and only through interdependence. While it is stated above that people are self-centered, it is only so when we need to solve our own problems and when it comes to getting things done we need to interact. This again because in the past if a person were to be stranded from his or tribe, he or she has a more likely chance of being killed by either starvation, dehydration and encountering a predator. *Their* chance of survivability was high only they stayed in tribes and hunted food together.

The next question for why is it tough to change ourselves or adhere to such techniques that can help us keep long lasting meaningful relationship with others is because change in an identity of individual is one of the toughest things to achieve. Many people realize that they need to change and they try their best at doing it. They seek out advices from others, attend courses and maybe for while they stick to it, but at the first sign of distress or failure, they convince themselves that what they are trying to do is not for them instead of seeing that failure as a chance to grow or a chance to learn something. They fail to realize that temporary failure is not permanent defeat.

If we can just stick to the process of getting better rather than focusing on the goal it would make a lot of difference in the long run. If the goal is the one thing that is common for everyone, then it is the process that makes a difference and determines the result. This is why some people are successful and others are not.

There are many other reasons for why we find it difficult to praise, respect, keep promises and value others. The main one being is that we do not take enough effort to notice what the other person is doing or how the other person is. If we were to become genuinely interested in others and not look or expect any return in value for our own life, then maybe it would be easier to keep human interactions genuine and worthwhile.

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