We 're sometimes tempted to disagree with others, particularly if we're completely sure we are right. Yet what will it produce, even if we are right? Why be incorrect to someone else? Is the guy like us going to do that? Why not just let him save face because we just have "feeling" superior? To claim little, 9 times out of 10, fighting just contributes to the other party becoming much better than right. Carnegie claims a case can not be gained. It's unlikely. Whether you lose the fight, you fail, whether you win the argument, you'll care less to harm your ego to make it hate you.

What if we were to say, "Well, now I thought otherwise, but I might be mistaken, rather than beginning with" You 're mistaken. I want to know why, if I'm wrong. Let's just look at the facts.

The second strategy is disarmament and always makes the other person feel more rational or sometimes thanks us for getting an attitude of understanding. It also (hopefully) encourages our opponent to be as honest and frank as we are.

Actually, it is not the thoughts themselves that matter so much to us, but our self-esteem, which is threatened when we are told that we are incorrect. We can be really open to explore new possibilities without our egos being challenged.

Thank you

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