In this summary, I would gather some information I got from the lessons for week 3.

Firstly, it was about giving the thing to a person that he or she wants. What that basically means is people might be expecting different things from you, perhaps that could be the reason you are not getting the results you want. You should probably think what these people are eager to find in you. Taking all the steps into consideration, you make your bait. That bait could be anything, but it should contain something that the person wants to gain.

They equalize this process with fishing in this unit and explain how to make people do your thing.

The main reason why this, let’s say, magical trick works is because people always are looking for something easier and something more valuable. Yet, when you have shown them the expected interest rate, you can walk through every single path with no difficulty.

Actually, they will be ready to be supportive in anything you do. For example, when you have a problem with a car fix, they fix your car immediately and for no cost if you gain enough power over them. Well, that explains why you don’t just fix your car for free, instead you make the stronger connection and save the power until the end of the successful way.

Thank you!

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