So, in this summary for week 4, I would like to imply some ideas I have learnt from the book.

This time, I got somehow the same ideas and similar implications which you don’t see any difference from week 3. Because it’s all about making people do what you want at the end of the story.

Well, I had looked through what we have to do to get things done easily even if everybody knows that there is no such easy thing. Anyway, if we are able to give the things people want the probability to the things we want from them is about 99% according to the examples they provided.

It is too much to say why we fail in getting things done? It’s mostly because we are going from the wrong path, in other words, we are doing the wrong thing to make them do the specific task we want.

In creating an eagerness to accomplish a particular task, we should be confident to make the decision while others are thinking to do or not. In my view, according to the passage, we have to show the benefit of doing the task, well if they understand they will be in our hands to do anything we want.

That’s all for week 4.

Thank you!

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