"Do This and You'll Be Welcome Anywhere," advises readers to "become genuinely interested in other people." Instead of trying to impress others with how awesome you are, become interested in *them*. Most people are more interested in themselves than anyone else, including you. Learn people's names, show interest in their interests, and treat them respectfully. Show "concern for the seemingly unimportant people" not only the "important" people. Be kind and make efforts to perform small favours for others, unselfishly and unexpectedly, for your actions can change their lives.

We are often tempted to argue with others, especially when we are absolutely convinced that we’re right about something. But even if we are right, what does arguing about it yield? Why prove someone else wrong? Is that going to make the person like us? Why not just let him save face if we have nothing to gain from it but “feeling” superior?

Not to mention, nine times out of 10, arguing just results in the other person even more firmly convinced that he is right.

According to Carnegie, it’s impossible to win an argument. If we lose the argument, we lose; if we win the argument, we have made the other person feel inferior, hurt his pride, and made him resent us. In other words, *we still lose*.

That's all

Thank you

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