

Fundamental Techniques Of Handling People

PRINCIPLE #1

- ❖ Place yourself in other shoes.
- ❖ Talk good about others and don't talk bad about them.
- ❖ Stop complaining or criticizing others because everyone is not like you.

PRINCIPLE #2

- ❖ Everybody likes to get importance.
- ❖ We should appreciate others for their good deeds and hard work and should not criticize them for their mistakes and wrong doings.
- ❖ Doing this could make them feel good .You could also appreciate small things but just don't flatter.

PRINCIPLE #3

- ❖ Other people want not what you want but they think of their own needs so tell them according to their need not yours.As if you wanted a person not to smoke cigarettes don't push them by telling you hate it but instead tell them how it could cause them to be left behind by cigarette's unhealthy effects.
- ❖ Persuade people to do things by thinking what they would want and connecting it fairly to your desired results.
- ❖ People are interested in their desires and wishes so they should be told things by their angle not ours»- Arouse in the other person an eager want.