



OSEEC: The Open-source Social Engineering Education Course



Unit A - Carnegie

Week 3 - Part 2

How To...Part 3, Sections 7-9



Part Three:

How to win people to
your way of thinking



Principle 7:

Let the other person feel
that the idea is his or hers.



Principle 8:

Try honestly to see things
from the other person's point
of view.



Principle 9:

Be sympathetic with the other person's ideas and desires.



Reflection:

Consider that most of us see ourselves as very complex. Consider that we also tend to see others as more unidimensional. How can reconciling these two ideas make it easier to see things from the other's point of view?



Exercise:

Institute a personal “cool-down” period before you reply to messages that make you upset or when you have to have an emotional talk. Spend that period putting yourself in the other person’s shoes.



The Innocent Lives Foundation



www.innocentlivesfoundation.org



Thank You!

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