



OSEEC: The Open-source Social Engineering Education Course



Unit A - Carnegie

Week 2 - Part 1

How To...Part 2, Sections 4-6



Part Two:

Six Ways to Make
People Like You



Principle 4:

Be a good listener.

Encourage others to talk about themselves.



Principle 5:

Talk in terms of the other person's interests.



Principle 6:

Make the other person feel important—and do it sincerely.



Reflection:

Think about the people in your life that you like the least. What are some things about them that you could sincerely be interested in?



Exercise:

Practice redirecting the conversations you have this week back to the other person. Listen more, ask questions, and don't talk about yourself.



The Innocent Lives Foundation



www.innocentlivesfoundation.org



Thank You!

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