



OSEEC: The Open-source Social Engineering Education Course



Unit A - Carnegie

Week 3 - Part 1

How To...Part 3, Sections 4-6



Part Three:

How to win people to your way of thinking



Principle 4:

Begin in a friendly way.



Principle 5:

Get the other person saying
“yes, yes” immediately.



Principle 6:

Let the other person do a great deal of the talking.



Reflection:

Can this advice from Carnegie work if it's not genuine? Would you notice if someone was using these techniques on you?



Exercise:

Pick a day and be mindful of your speech. Keep a mental tally of how many of the things you say are positive and how many are negative. Try each day to do a little better than the last.



The Innocent Lives Foundation



www.innocentlivesfoundation.org



Thank You!

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