## BEING A LEADER

## Fundamental Techniques in Handling People

[Don't Criticize, Condemn or Complain](http://www.profitworks.ca/blog/188-dale-carnegie-sales-tactics-that-work-1)  
[Give Honest, Sincere, Appreciation](http://www.profitworks.ca/blog/201-dale-carnegie-sales-tactics-that-work-2)  
[Arouse In The Other Person An Eager Want](http://www.profitworks.ca/blog/218-dale-carnegie-sales-tactics-that-work-3)

Begin With Praise And Honest Appreciation  
Call Attention To People's Mistakes Indirectly  
Talk About Your Own Mistakes Before Criticizing The Other Person  
Ask Questions Instead Of Giving Direct Orders  
Let The Other Person Save Face  
Praise The Slightest Improvement And Praise Every Improvement.  
Give The Other Person A Fine Reputation To Live Up To  
Use Encouragement. Make The Fault Seem Easy To Correct  
Make The Other Person Happy About Doing The Thing You Suggest

**Making People Like You**   
[Become Genuinely Interested In Other People](http://www.profitworks.ca/blog/225-dale-carnegie-how-to-win-friends-4)  
[Smile](http://www.profitworks.ca/blog/227-dale-carnegie-sales-principle-5)  
[A Person's Name Is To That Person The Sweetest And Most Important Sound](http://www.profitworks.ca/blog/272-dale-carnegie-golden-book)  
[Be A Good Listener. Encourage Others To Talk About Themselves](http://www.profitworks.ca/blog/272-sales-execution-that-creates-immediate-sales-dale-carnegie)  
[Talk In Terms Of The Other Person's Interests](http://www.profitworks.ca/blog/273-dale-carnegie-program)   
[Make The Other Person Feel Important - And Do It Sincerely](http://www.profitworks.ca/blog/275-dale-carnegie-book-principle-9)

**Win People to Your Way of Thinking**  
[The Only Way To Get The Best Of An Argument Is To Avoid It](http://www.profitworks.ca/blog/276-dale-carnegie-books-principle-10)  
[Show Respect For The Other Person's Opinion. Never Say, "You're Wrong."](http://www.profitworks.ca/blog/277-dale-carnegie-principles)  
[If You Are Wrong Admit It Quickly And Emphatically](http://www.profitworks.ca/component/content/article/902-blog/278-dale-carnegie-training-principle-12)  
[Begin In A Friendly Manner](http://www.profitworks.ca/blog/313-how-to-win-friends-and-influence-people-summary-dale-carnegie-principle-13)  
Get The Other Person Saying "Yes, Yes"  
[Let The Other Person Do A Great Deal Of The Talking](http://www.profitworks.ca/blog/379-dale-carnegie-sales-success-principle-15)  
Let The Other Person Feel That The Idea Is His Or Hers  
Try Honestly To See Things From The Other Person's Point Of View  
Be Sympathetic With The Other Person's Ideas And Desires  
Appeal To The Nobler Motives  
Dramatize Your Ideas  
Throw Down A Challenge