

SERIES E: Topic 5

Likability Skills

Find good in everyone you encounter and let them know what you've found.

Having good friends makes you feel that the world will like your ideas and efforts. What could be more encouraging? Attracting good friends tells you that you are being the type of person that people find appealing. Have people been seeking out your friendship?

Here are some ideas for improving your likability:

- All behavior has a purpose. Why are you doing what you are doing? Why are they doing what they are doing?
- Act as if others will be able to see your true intentions in what you say and do.
- You can reduce the number of arguments you get into by refusing to be upset with those who matter to you.
- Help others out of the kindness of your heart, without expecting repayment.
- People appreciate you more if you act less like a coach and more like a fan.
- Seek to understand before being understood.
- Show trust by sharing your feelings.
- Give everyone the benefit of the doubt until they prove themselves unworthy.

- If asked for your advice, use cans instead of "shoulds."
- Most people would rather make their own mistakes than beconstantly cautioned and prodded.
- Don't present your ideas or arguments too forcefully.
- When asked for constructive criticism, try to get the person to come up with his own answer by asking him questions. Stick to the issues he raises.
- When issues get heated, reduce the tension or leave the scene until you can handle the matter calmly.
- When a person overreacts, his response may have nothing to do with you or the issue at hand (unless you were responsible). Let the matter go.
- Present your recommendations as ideas for consideration, not for immediate acceptance.
- Before you react to explosive situations, pause, calm your emotions and seek clarification. Deliver your input when you are at peace with your position on the subject. (Warning—it may take days to get there.)
- When problem solving, keep your solutions focused on fixing the issue, not the person.
- With sensitive subjects, it's best to learn the other person's position before sharing any strong personal opinions.
- Don't let misunderstandings linger; mend your fences by fixing on the fly.
- Pay close attention to your conversation partner's body language, especially when discussing issues you feel strongly about. If he is tuning you out or trying to avoid you, you have probably been too forceful or droning on.
- Even your best arguments and most clever thoughts won't be persuasive if your listener has "checked out."

- If you allow yourself to be driven by authority, duty or ambition, and you demand those things from those around you, they will leave at their first opportunity.
- "Resentment is like taking poison and hoping the other person dies." You always pay a greater price for those emotions than the person you are angry with. Often that person has no idea why you are acting as you are. A negative attitude can cause you to make bad explanations about yourself, others, the world or your place in it.
- Get Life Right can inspire and show anyone the life to aimfor, but those with profound systemic thought, emotional or behavioral problems such as insecurity, inferiority, ego, anger, judging, blaming, anxiety, control, fault finding, withdrawing, lying or cheating and other dependencies need additional help. These conditions require accurate diagnosis and diligent effort to overcome.
- If any of these behaviors are standing between you and the fullenjoyment of your life, family or friends, make it your priority to read about your condition and find the right counselor.



ASK YOURSELF

Which new communication skill could I use on my boss, spouse or child?

What is my best social skill? Which of my skills needs the most improvement?

About the Relationship Series

The relationship ideas in this book work quickly and last for those who are stable and conscientious and have the best interests of their partners, friends and associates at heart. The relationship gains made by anyone can be short lived if one or both of the parties to a relationship have profound emotional, behavioral, thinking or dependency issues.

These conditions represent massive risks to all relationships, especially marriage. Neither party should enter a marriage until both understand the nature and depth of these problems and are willing to risk the consequences. Caution: The judgment of those willing to proceed in the face of these issues may be compromised by inferiority, insecurity or other issues of their own.

Diagnosing and healing from these conditions will happen faster and more completely for those who can find and open up to the right skillful counselor.

Some resources we like will be listed as Resources at GetLifeRight.com.