

## **CHAPTER 20**

### ***HOW TO MAKE PEOPLE LIKE YOU INSTANTLY***

- I. Have you ever wondered why you are attracted to some people, but repelled by others?
  - A. What is this enigma that makes human beings so unique and distinctively different?
  - B. Why are some types friendly, approachable and easy to get to know, while others are distant, shy and defensive?
  
- II. Take any kind of situation where you come in contact with people:
  - A. At a party, dance, church service or school.
  - B. At a bus depot, supermarket or bank.
  - C. Regardless of where you go, you'll meet people whose personalities differ — some you'll like, others you'll dislike.
  - D. How do you explain this phenomena?
  
- III. How do you suppose you as an individual come across?
  - A. Are you liked, popular, respected?
  - B. Do you measure up to the norm of social acceptance?
  - C. Do you have a lot of friends?
  - D. Make no mistake about it, you and I do leave our marks.
  - E. We are sized up, compared, evaluated and categorized — put in a niche — by the type of person we are and the kind of impression we make.
  
- IV. The purpose of this lecture is to help you become socially well-adjusted and to attain ease, naturalness and confidence in dealing with people.
  - A. We will explore and isolate the barriers causing us trouble.
  - B. We will enumerate and discuss the do's and don'ts of social awareness.
  - C. In short, we will reveal the secret of how to cause people to like us instantly.
  
- V. To begin, let's talk about a vital fact concerning human behavior you may never have known before.
  - A. It's a concept that when fully understood should change your attitude toward others and your total approach to life.
  - B. That fact is: "Every human being radiates and surrounds himself with a distinct magnetic field."
  - C. We may describe this field as:
    1. An aura, personality, or self-image.
    2. A flow or outpouring of one's inner self, or mental attitude.
    3. In some, we may call it: charisma, charm, magnetism, vitality, intensity, enthusiasm, etc.
    4. In others, we call it: self-consciousness, inferiority, fear, sarcasm, cynicism, selfishness, immaturity, etc.
  - D. Whatever its correct name, it's real, and living — we've all experienced it, felt it, sensed it and seen it.
  
- VI. This brings us to a second significant fact about understanding people — there are two broad and general types.
  - A. These types are:
    1. Positive
    2. Negative

- B. Herein lies the secret of why we are attracted to some people — and repelled by others.
- C. Just as with a physical magnet having opposite poles, so it is with people.
  - 1. One category attracts — draws you to them.
  - 2. The other repels — drives you away.
- D. There are occasions when we all play both roles — but generally we are bent toward one or the other.
- E. Which end of the magnetic pole do you represent?
  - 1. Negative? or positive?
  - 2. Make no mistake, it's one or the other.
  - 3. Whichever it is determines largely your social standing in life.
    - a. Whether you are liked or disliked.
    - b. Whether you attract or repel.
    - c. Whether you have few or many friends.
  - 4. Generally you can determine whether your nature is negative or positive by the reactions of those with whom you come into contact.

VII. This lecture is divided into two parts:

- A. The negative personality, and how to overcome it.
- B. The positive personality, and how to attain it.

### THE NEGATIVE PERSONALITY

I. How it manifests itself.

A. Physical manifestations.

1. Facial expressions

- a. An unhappy face.
  - (1) The absence of joy.
  - (2) Little smile, if any.
  - (3) Worry wrinkles.
  - (4) Eyes that reflect depression, frustration, inferiority.
  - (5) Lack of direct eye contact which signifies insecurity and self-consciousness.
- b. A proud and arrogant countenance.
  - (1) A cocky expression that indicates a high degree of haughtiness, pride, vain self-importance, contempt for others.
  - (2) An overbearing, critical look.
  - (3) A sensual, self-indulgent look.
  - (4) Turned-up nose — snobbish.

2. Body language.

- a. The slovenly type.
  - (1) Lazy — an "I don't care" attitude.
    - (a) Slow movements.
    - (b) Droopy shoulders.
    - (c) Weak posture and muscle tone.
- b. The brazen type.
  - (1) Audacious, bold, flamboyant.
    - (a) Gesticulates wildly.
    - (b) Swaggers — calculates movements to look impressive.
    - (c) Sensual, over-sexy.
    - (d) The arrogant, blustery, take-over type.

3. Tone of voice.

- a. many varieties.
  - (1) Mousey, quiet, soft-spoken type.
  - (2) Boisterous, loud, laughs uproariously.
  - (3) Sensual, seductive, temptuous.

#### 4. Grooming and appearance.

##### a. Different manifestations.

- (1) Flashy and gaudy clothes — improper blends.
- (2) Scrubby shoes.
- (3) Wrinkled and unpressed clothing.
- (4) Dirty and untrimmed nails.
- (5) unwashed ears.
- (6) Unsightly dandruff.
- (7) Scented and unaired clothing.
- (8) Bad breath.
- (9) Body odor.

#### 5. Temperament.

##### a. General varieties.

- (1) Moody, selfish, immature.
- (2) Reactionary, critical, defensive, picky.
- (3) High-strung, proud, vain, impatient.
- (4) Doormat types

#### 6. Other general manifestations.

##### a. Self-consciousness.

- (1) Shy and reticent in a crowd.
- (2) Tends to keep to himself.
- (3) Is prone to magnify his mistakes, thinks the worst about himself and feels that others do too.
- (4) Stays in the background and lets others take the lead.
- (5) Awkward and unsure of himself in unfamiliar situations.

##### b. Self-centeredness.

- (1) Impetuous and self-indulgent.
- (2) Is generally first in the food line; goes back for seconds before all have been served.
- (3) Tends to make excuses when called upon to serve.
- (4) Tries to make friends, but for selfish reasons.
  - (a) To fill a longing need.
  - (b) To be liked, respected and loved by others — but people can soon read this and will resent it.
- (5) Seems to be generally insensitive to the comfort, welfare and feelings of others.

##### c. Self-righteousness.

- (1) Such a person reflects a "holier than thou" attitude and is pleased within himself that he is not like other men.
- (2) Thinks he is worshipping God, when in reality he is worshipping himself.
- (3) Is quick to criticize, condemn and look down on others for not measuring up to his spiritual standards.
- (4) Volunteers advice and correction, whether asked for or not.
- (5) Readily discovers faults and sins, but is unwilling to forgive and encourage.

##### d. Self-pity.

- (1) Exaggerates his aches, pains, and is preoccupied with his health in general.
- (2) Whines and feels sorry for self.
- (3) Is prone to accuse or place the blame on others when things go wrong.
- (4) Tends to be emotional and cries easily.
- (5) Is moody, temperamental and unstable — is generally weak in mind, heart and spirit.

##### e. Immaturity.

- (1) Is short-tempered, petulant, tactless and quick to tell people off.
- (2) Is known for angry outbursts and crying jags.
- (3) Oversensitive to criticism.
- (4) Pouts and is easily bent out of shape.
- (5) Has been known to slam doors or roar down the highway at excessive speeds.

f. Fear of failure.

- (1) Doubts his abilities.
- (2) Reluctant to step out and take chances for fear of making a mistake.
- (3) Makes excuses and justifies his lack of achievements.
- (4) Hasn't fully discovered his talents because he's afraid to try something new.
- (5) His biggest fear is opinions of people, not so much with failing itself.

g. Arrogance and superiority.

- (1) This type of person delights in arguing, debating and challenging your views.
- (2) Has strong opinions of his own but is intolerant of the viewpoints of others.
- (3) Plays the role of Mr. Jr. Executive when it comes to giving orders — is hard-driving, impatient and overbearing.
- (4) Is known to pressure people into making decisions or doing favors for them, even though friends are reluctant.
- (5) Tends to be self-willed and stubborn — and determined to have his way.

h. Critical and condemning of others.

- (1) Is always questioning decisions and imputing motives.
- (2) Is an eagle-eyed ogre — thinking the worst, speaking the worst, seeing the worst in every situation.
- (3) Is cranky, suspicious and hard-to-get-along-with.
- (4) Considers himself an authority in all matters.
- (5) A critical negative philosophy toward life and people underlies his basic behavior.

i. Boastful and proud.

- (1) Oftentimes is the intellectual type who is well-read and flaunts his knowledge.
- (2) Brags, boasts and is forever calling attention to himself and his successes.
- (3) Advertises his abilities, skills and talents at every opportune moment.
- (4) Take out the "I's, me's, and mines" from this person's conversation and there would be little left.
- (5) Is unaware he's obnoxious and unpopular.

j. Disregard for the rights and feelings of others.

- (1) Monopolizes the conversation.
- (2) Tries to be the life of the party, "King of the Mountain," the court jester.
- (3) Is more concerned with selling himself than with drawing out others.
- (4) Is the first to make suggestions instead of allowing others to express their wishes.
- (5) Tries to be cute and clever by using sarcasm in putting people down.

## II. Why do people have a negative attitude?

A. The basic cause.

1. The underlying cause of a negative mental attitude (or personality) is a deep-seated feeling of inferiority or low self-image.
2. It is this deep lack of self-esteem and confidence that causes people to transmit a negative magnetic field.

B. Many of these inhibitions originate in childhood and carry over into adult life.

1. Parents neglected to instill a positive outlook on life and a right kind of self-confidence.
2. Lack of love and outward affection in the home.
3. Lack of encouragement and proper motivation.
4. Lack of recognition for a job well done.
5. Lack of sufficient well-rounded experiences to broaden one's background.
6. Lack of training in learning how to love and get along with others.
7. Ridicule, rejection and discrimination at school, on the playground, at church, etc.
8. More pangs of failure than joys of success.

C. Whatever the causes — a negative mental attitude essentially boils down to disrespect for self or self-hatred.

## THE POSITIVE ATTITUDE

- I. We come now to the question of how to face up to our problem and acquire the kind of attitude that will give us a positive outlook on life.
  - A. The place to start is with conversion and a right relationship with God.
    1. You are to crucify and bury the OLD SELF.
      - a. Romans 6:1-6 = "Crucify the self."
      - b. Col. 3:1-10 = "Mortify members."
    2. The old self is to die — that self which we inwardly detest and makes us self-conscious and miserable.
  - B. After baptism you become a new creature in Christ.
    1. II Cor. 5:17 = "We are a new creature in Christ."
    2. Gal. 2:20 = "Christ lives in me ...."
  - C. With Christ now living His life in you, you've been given a new mind, a new life, a new outlook.
    1. Philip. 2:5 = "Let this mind be in you ...."
  - D. It's this new mind that imparts to you a positive mental attitude.
    1. John 7:37-39 = "Out of his belly shall flow rivers of living waters."
    2. Gal. 5:22-23 = "Fruits of spirit."
  - E. In reality, you should never feel inferior again.
    1. The life you're now living is not your life, but is a new life in Christ.
    2. You've been delivered from the chains of the past — made free to live a bright and superior future.
    3. Come to see yourself in this new light and you'll begin to reflect a positive mental attitude.
  - F. Develop a right confidence in yourself.
    1. If you continue to feel you are inadequate — you will be inadequate.
    2. Make a firm commitment you are going to do something about your negative self and start living the kind of existence that will attract people to the qualities of God in you.
- II. Where do we begin?
  - A. Points to put into practice.
    1. Gear your mind to think of others first.
      - a. Become people oriented — conscious, aware of their presence.
      - b. We rub shoulders with people almost every day of our lives.
      - c. Train your mind to think of others first.
      - d. We should be the friendliest, easiest to get-to-know people on earth.
      - e. The Bible tells us to honor all men — which is another way of loving your neighbor as yourself
    2. Express genuine interest in other people.
      - a. People are not interested in you and me.
      - b. Let's face it — they are interested in themselves morning, noon and night.
      - c. Listen for clues that will give you an idea of what's on people's minds.
      - d. Let your concern come through by giving attention to those with whom you have to do.
      - e. Be helpful, thoughtful — do what you can to encourage and make people happy.
    3. Smile.
      - a. Actions speak louder than words.
      - b. A smile tells people we respect them, we are glad to see them, we are happy to be with them.
      - c. A smile must be genuine and sincere — a false, shallow grin won't do.
      - d. The kind of person you are will generally shine through your face and especially through your smile.
      - e. A warm, radiant, sincere smile is the first thing people will notice, make a good first impression and attract you to them.
    4. Be the first to speak.
      - a. Take the initiative — be the first to say "hello" or to shake hands.
      - b. This especially applies to meeting strangers and making new acquaintances — on a plane, bus, taxi — at a dance, party, church, etc.
      - c. Just because others appear cool, unfriendly or disinterested, doesn't mean they want to be.

- d. They may be suffering from some of the syndromes mentioned earlier — afraid to step out, self-conscious, inhibited, etc.
5. Radiate warmth and positive friendship.
  - a. Be cheerful — always look on the bright side of life.
  - b. A whinning, negative person is a drag and a bore.
  - c. Remember the example of the rose bud and how that the warm sunshine opens its petals?
  - d. Try to reflect that kind of attitude to others — and they will truly love you for it.
  - e. Assume people will like you and you'll find they will.
6. Be responsive and approachable.
  - a. Respond to their humor — if it's clean and decent.
  - b. If they commit a faux pas — help them to save face.
  - c. Show an interest in their conversation — ask questions about details, ideas, etc., they're communicating.
  - d. Be approachable — make it easy for people to talk to you by showing them attention.
  - e. Your goal is to help people relax and feel comfortable around you.
7. Get others talking about subjects they're familiar with or are interested in.
  - a. To do this you may have to gently probe and ask intelligent questions.
  - b. Look for common ground.
  - c. An accent, type of clothing (cowboy hat and boots, a striking piece of jewelry), etc., are clues of where to start to break the ice.
  - d. Experiences in the ministry — the way we size up people and develop insight.
  - e. Inquire about their home state, home town — a description of the land (mountains, streams, unusual characteristics, etc.).
8. Sincerely compliment people and notice little things.
  - a. This point covers a wide range of observations.
  - b. Taste in clothing, hairstyle, well organized apartment, good food, quality wine, clean and neat appearance.
  - c. By being observant, others will consider you an alert and discerning person.
  - d. Caution: Don't overdo this, but when you do be sure it's genuine.
  - e. Notice little things.
9. Make other people feel important and do it sincerely.
  - a. This is a great law regulating human conduct.
  - b. If obeyed, this principle will bring us many, many friends.
  - c. If disregarded, our social troubles will be many.
  - d. Recognize the abilities, skills and talents of others.
  - e. Demonstrate high regard for their expertise and accomplishments.
  - f. Example of how to treat a waitress who's brought you mashed potatoes instead of fries.  
"I'm very sorry to trouble you, but I prefer fries."
  - g. Such expressions as: "Thank you," "Would you please..." are expressions that let others know you like them and recognize them as being special and unique.
  - h. Dale Carnegie's book on "*How To win Friends and Influence People*" contains outstanding suggestions as in the above point.
10. Be a good listener: Encourage others to talk about themselves.
  - a. Quote following from Dale Carnegie's article:

"If you want to know how to make people shun you and laugh at you behind your back and even despise you, here is the recipe: Never listen to anyone for long. Talk incessantly about yourself. If you have an idea while the other fellow is talking, don't wait for him to finish. Bust right in and interrupt him in the middle of a sentence. If you aspire to be a good conversationalist, be an attentive listener. Ask questions that the other man will enjoy answering. Encourage him to talk about himself and his accomplishments.

"Remember that the man you are talking to is a hundred times more interested in himself and his wants and his problems than he is in you and your problems. His toothache means more to him than a famine in China that kills a million people. A boil on his neck interests him more than 40 earthquakes in Africa.

"Think of that the next time you start a conversation."

- b. Avoid gestures that make you appear nervous and fidgety and anxious to get on to other things.
  - c. Take the time to listen — don't hurry the person who's talking.
  - d. Treat him as you would want to be treated.
  - e. Indifference to his feelings causes him to think he's unimportant in your eyes and sets up barriers of communication.
11. See the good qualities in people.
- a. If you want to be liked, recognize the good side of others.
  - b. People with big minds do this — people with little minds tend only to see the bad.
  - c. Personality differences can blind you to what people are really like.
  - d. You can learn vital lessons from fellow humans by studying their behavior and listening to them talk.
12. Consider the fragile feelings of others before you disagree.
- a. Nothing will sour people against you as quickly as showing up their ignorance by displaying your own superior knowledge.
  - b. Healthy give-and-take may be fine among friends — but beware when you challenge, attack or put down others whose ideas differ from your own. They'll deeply resent it.
  - c. It's best to ignore little mistakes others make.
  - d. If you must disagree, do it agreeably — with utmost tact and kindness, considering how tender the human ego is.
13. Get to know people and accept them for what they are.
- a. It's grossly unfair, if indeed not cruel, to draw conclusions from the first impression they make.
  - b. They may have been ill, nervous, self-conscious or a dozen different things under the circumstances in which you met them.
  - c. People are generally not that open with you at first.
  - d. It takes time to build friendships — time for trusts and confidences to grow.
  - e. Who's to say your analysis is right? Do you want to be labeled and categorized as substandard?
  - f. God may see things differently from you because He looks on the heart and knows us all intimately.
  - g. God may love deeply the person you dislike. We need to beware.
  - h. Instead of condemning others — we need to uphold them and protect their reputation.
14. Be an interesting conversationalist without calling attention to yourself.
- a. Talk about ideas, concepts, philosophies, experiences — but keep yourself in the background.
  - b. The Bible says, "Let others praise you and not you with your own mouth."
  - c. A person who's sold on himself, thinks well of himself — is often seen telling others about it. He puts in a good word on his behalf at every opportunity.
  - d. Concentrate on the other guy and his best interest and you'll make a much better conversationalist.
15. Be open, honest and genuinely humble.
- a. Be yourself — let your own unique personality hang out.
  - b. Don't be afraid to let others see you for what you are.
  - c. There's no other person on earth like you — why try to hide it?
  - d. Express your views — but be open minded to what others have to say.
  - e. Give credit where due — you and I haven't gotten where we are today alone.
  - f. A genuinely well-disciplined, mature person is a disarming person generally loved by all.
16. Think of each person you meet as a potential son of God.
- a. This is how Christ views people.
  - b. He placed such great value on human life and man's potential that He came to die for him.
  - c. His love for people was continually manifested.
  - d. This attitude should permeate our thinking.
  - e. We need to keep this concept always before us as we interface with people.
  - f. Some day, we will share eternity together.

## III. Two final wrap-up points:

A. Not every person we meet will become a close personal friend.

1. We must recognize human differences and realize that we will not always see things eye-to-eye, share the same tastes, philosophies, etc.
2. We must try, however, to respect the rights of all, value the things they consider dear and important, and as much as lies within us, to love and express friendship toward all men.

B. Realize that to implement these suggestions will take time.

1. Many of these points we can apply immediately.
2. But to become a master in the art of human relations may require days, weeks and months of diligent effort and discipline.
3. Isn't the reward worth it?

IV. In summary, what must you do to get people to like you?

- A. Solomon summarized it beautifully and succinctly when he said: "He who has friends must show himself friendly" (Prov. 18:24).
- B. Christ said: "Love your neighbor as yourself" (Matt. 22:39).
- C. The key is to turn the question around: "The way to get people to like you is to genuinely develop an interest in them."
- D. If you do this, you will never lack for friends.

**-END-**