



# 5 PRINCIPLES TO MAKE YOU A LIKEABLE PERSON

## THE SEVEN TRAITS OF INFLUENCE

### 1 Be Respectful To Everyone

- It's okay not to agree with everyone
- Remove your 'respect blinders'
- Pay attention to your own behavior
- Get to know the person you don't respect
- Walk in their shoes



### 2 Be Authentic

- Be real – no room for phoniness
- Communicate your talents, skills and strengths by being real
- Authenticity results in others having real expectations of you

#### What Is Likeability?

In essence, likeability is basically a measure of how positively you are viewed by another person. It is also one of the most ignored factors of being successful and happy. It is something many people take for granted.

#### Likeability Depends On:

Your likeability depends on your ability to create positive attitudes in other people through the delivery of emotional and physical benefits. If you are highly likeable, it is predicted that you will bring people joy, put them at ease, and reap the benefits of a loyal friendship.



### 3 Willingness To Be Wrong

- Know when and how to say I'm sorry or I've made a mistake
- People love people who are human
- Refrain from putting on a front of perfection
- Get over your fear of being vulnerable
- Vulnerability reminds us to be more patient and forgiving



### 4 Listen

- Pay attention to what is going on with other people
- Not only hearing the words but truly listening
- Everyone likes to be heard but paradoxically very few people are good at listening
- When you listen others will listen back
- People who listen have richer relationships

### 5 Laugh

- Not laughing leads to missing what is important
- Keep your eye on the big picture – remove day-to-day stress
- Laughter increases memory and learning
- **Johns Hopkins University Medical School** study says, "Humor during instruction led to increased test scores"

