

Chapter 3: Winning Friends and Influencing Students

A brief comparison of How to Win Friends and Influence People by Dale Carnegie and Blaine Ray's TPR Storytelling

[Part 1: Fundamental Techniques in Handling People](#)

1. Don't criticize, condemn or complain.
2. Give honest and sincere appreciation.
3. Arouse in the other person an eager want

TPRS says:

"TPRS Positive"

Love the kids

"Nothing motivates like success." Susan Gross

[Part 2: Six Ways to Make People Like You](#)

1. Become genuinely interested in other people.
2. Smile.
3. Remember that a person's name is to that person the sweetest and most important sound in any language.
4. Be a good listener. Encourage others to talk about themselves.
5. Talk in terms of the other person's interests.
6. Make the other person feel important – and do it sincerely.

TPRS says:

Personalize.

Use the names of the students as character names.

Listen to the responses, especially bizarre ones.

Talk about the kids. Ask the kids questions. Ask questions about other kids. Talk about what they want to talk about.

[Part 3: How to Win People to Your Way of Thinking](#)

1. The only way to get the best of an argument is to avoid it.
2. Show respect for the other person's opinions. Never say, "You're wrong."
3. If you are wrong, admit it quickly and emphatically.
4. Begin in a friendly way.
5. Get the other person saying, "Yes, yes" immediately.
6. Let the other person do a great deal of the talking.
7. Let the other person feel that the idea is his or hers.
8. Try to honestly see things from the other person's point of view.
9. Be sympathetic with the other person's ideas and desires.
10. Appeal to the nobler motives.
11. Dramatize your ideas.
12. Throw down a challenge.

TPRS says:

Ask questions, solicit responses and let student responses add details to the story. Honor all responses. Celebrate the best ones.

Stay focused on the ultimate goal --- not to acquire the vocab or the grammar – but for these kids to be able to communicate. Regardless of what they learn or don't learn, how will they be changed after your class? Positively or negatively?

Act out the stories!

Teach the kids, not the book.

[Part 4: Be a Leader: How to Change People Without Giving Offense or Arousing Resentment](#)

1. Begin with praise and honest appreciation
2. Call attention to people's mistakes indirectly.
3. Talk about your own mistakes before criticizing the other person
4. Ask questions instead of giving direct orders
5. Let the other person save face
6. Praise the slightest improvement and praise every improvement. Be "hearty in your approbation and lavish in your praise."
7. Give the other person a fine reputation to live up to
8. Use encouragement. Make the fault seem easy to correct.
9. Make the other person happy about doing the thing you suggest.

TPRS says:

Ask questions. Let the students have ownership over the story.

Praise, praise, praise. Appreciate, appreciate, appreciate.

Constant encouragement. Nothing motivates like success!