

**HOW TO
IMPROVE
OUR SOCIAL SKILLS
IN A NEW COUNTRY**

**A TOOL FOR
ASYLUM SEEKERS**

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EPIRUS
ΚΕΝΤΡΟ ΝΕΩΝ



**EUROPEAN
SOLIDARITY
CORPS**

Some years ago, I bought one book and the title was *How to win friends and influence people*, written by Dale Carnegie because a lot of entrepreneurs had said positive things about it. But I also had a personal reason to start with this read, I wanted to help one old friend by using the principles that I was going to learn. Before showing him, I tested by myself all of the principles that are described in this book and I was shocked to see the results! I put into practice the principles with everybody, and at the same time, I changed, and I could appreciate that my environment changed too.

The simple fact of just following the book helped me a lot to widen my horizons on the possibilities to change my environment and change who and what influences us in day-to-day in our choices and the ways to react to specific situations. This, in particular, can be interesting if you are an asylum seeker and you just arrive in a new foreign country, consequently, you have to create by yourself a new friend's network, people that you can rely on or, people to spend your time with.

Before doing a summary of this book with my experience, I would like to invite you to test with conviction all that you will read.

Without conviction, the following principles are not effective.

Good reading!

Part I: Fundamental's techniques to get on well with people

1st principle: Don't criticize, condemn or complain

Many people will always try to justify themselves. To criticize or to punish someone is not good, seek first to understand them.

"Don't criticize them, they are just what we would be under similar circumstances."

لا تنتقدهم ، فهم فقط ما سنكون عليه في ظل ظروف مماثلة. "ابراهيم لنكون"

"Onları eleştirmeyin, onlar benzer koşullar altında bizim olacağımız şeylerdir."

"Ne les critiquez pas, ils sont simplement ce que nous serions dans des circonstances différentes"

Abraham Lincoln

Criticizing someone is simple, we don't know his past and what experiences he has lived. The fact to ask questions and to try to understand the interlocutor with empathy helps to understand him and at the same time, to get a constructive and positive exchange.

Empathy is the capacity to identify yourself with someone in what he feels is putting oneself in his place.

The simple fact of putting in permanence myself in the place of someone in difficulty, helped me to cultivate my empathy. This thing contributes also to limiting the use of bad energies, that directly influence the social environment.

To complain is also bad, for the simple and good reason that contributes to diminishing your self-confidence, consciously or unconsciously.

When we complain, we send also bad vibes to the world around us.

2nd principle: Give honest and sincere appreciation

Give sincere compliments to others as soon as the opportunity came. Highlight their qualities and don't invent other qualities because they will think that you make fun of them, or you want to manipulate them.

When you are with someone, give him your total attention, don't think about what you will eat this evening and mostly, don't use your phone.

It's when we give our total attention to someone when we can find his real qualities, don't search to give him a false quality, because we can quickly see the difference between a real and a false quality.

Whether it is an artistic skill like creativity, organization, or whether interpersonal intelligence like kindness, empathy, being a good listener, and keeping time for our interlocutor can do a big difference in a discussion.

After applying this principle, the results were that the people in question have become friends!

3rd principle: Arouse in the other person an eager want

Whether or not they came up with the idea that led to the success, it's important to help make others think they came up with the idea.

So, we can succeed in creating a powerful and ardent desire to do the same or even better!

By giving importance to what has been thought out and put in place by your interlocutor, the latter will be encouraged to talk about his achievement, which will give him more self-confidence, and therefore, he will see you as an important person in these eyes.

Pushing others to give their best is the main quality of a leader of a group.

Leadership is a very complex skill that is acquired with experience and time. However, it can be a good start if you want to develop this skill.

I managed to create in one person a powerful desire to excel. I simply applied the principles here and made sure to lead by example.

Part II: 3 Ways to Get People to Like You

Principle 4: Smile

The simplest advice in the book but surely one of the most effective is to smile more. In addition, it will not make you only more sympathetic, but also it will make you happier, it's proven!

A forced smile can turn into a real smile full of good vibes! A smile, like laughter, is contagious. If you smile, the person in front of you will receive good vibes from you, which will also cause them to smile.

The smile can also be heard on the phone, take the test and you will see!

I was also able to experience this, there were times when I was sad, and forcing myself to smile helped me through these moments.

Principle 5: Remember that a person's name is to that person the sweetest and most important sound in any language

Calling someone by their first name is very important to people, it will show them that you know and respect them. So, remember people's first names, and don't hesitate to call them by their names often.

Try as much as possible not to miss someone's first name, if you have any doubts, ask them again. Here are two ways to remember the first name, one is to write it down as quickly as possible, or the other to repeat it once or twice when your interlocutor tells you.

Calling someone by their first name is proof that the person is important for you because you remember it.

Principle 6: Be a good listener

Ask questions that people will enjoy answering or let them speak about themselves. In addition, to make them happy, you can learn a lot by listening to people.

Listening is not required of everyone, but it pays off. Indeed, very few people today care about what the other loves.

Take an interest in people by asking questions that your interlocutor will enjoy answering. Thus, he will appreciate your listening and will associate your company with good times.

I experienced listening and talking about myself first. Listening has been proven to be more effective in getting someone to like you.

Part III: Be a Leader—How to Change People Without Giving Offense or Rousing Resentment

Some situations can be difficult to resolve, especially if your interlocutor(s) is the type who does not understand, accept, or do what we can offer as a solution.

We are going to see 3 steps that may be useful to you if you find yourself in a situation where not all parties are happy and where you must find an arrangement without meeting halfway.

Principle 7: Begin with praise and honest appreciation

It's always easier to hear an unpleasant comment after hearing a compliment.

When you compliment someone honestly, they will more often than not be surprised and feel more open to discussion than if you present a problem directly.

But before sincerely complimenting someone, you need to know the person in question. Use what we saw earlier and ask questions.

Principle 8: Talk about your own mistakes before criticizing the other person

Admitting your mistakes will allow the other to better take criticism. This principle is somewhat like principle 7 but in the opposite direction.

We are not going to compliment ourselves before talking about a problem but questioning ourselves and talking about our mistakes with your interlocutor will allow us to set up a framework for reflection and the desire to improve.

Thus, the person will be more open to potential questioning on his part as well.

Principle 9: Ask questions instead of giving direct orders

Asking questions makes things more acceptable.

For example, if a salesperson failed to validate a sale because they were too imposing and wanted to get rid of products, their manager can approach this problem in several ways.

He can either tell him that wanting to get rid of unsold products is not a good way to sell (not very convincing, is it?).

Or either ask the salesperson questions like, "Don't you think the customer came to buy something specific?" "

"If I was a customer and I was offered products that I didn't want, why would I stay here? »

Asking questions makes it easier to make others aware of things without offending them. This will make it easier for them to accept their mistakes.

I hope you enjoyed this reading and it will be useful for your future.

Feel free to experiment and to see the results by following the principles that are mentioned in this article.

Communication is the basis of everything as a human being, develop this skill and you will be able to create opportunities for yourself, and everyone indeed, that may be the backbone of your life.

A handwritten signature in black ink, appearing to read 'Adan LALDY', is centered within a light gray rectangular box.

Wish you well!

Adan LALDY