**How To Win Friends And Influence People – Reading Tasks**

**True/False Questions**

**1** The book "How to Win Friends and Influence People" was first published in 1936.

**2** Dale Carnegie believes that criticizing others helps build strong relationships.

**3** Smiling can help make a good impression on others.

**4** The book suggests that arguments are a good way to win people to your way of thinking.

**5** Remembering and using someone's name in conversation makes them feel special.

**Multiple Choice Questions**

**1**

**What is the main idea of the book "How to Win Friends and Influence People"?**

A To teach people how to be more successful in their careers

B To help people improve their communication and relationship skills

C To provide a guide to personal development and self-improvement

D To show the importance of having a positive attitude in life

**2**

**According to the passage, which of these is NOT one of the six ways to make people like you?**

A Become genuinely interested in other people

B Smile

C Remember people's names

D Brag about your accomplishments

**3**

**What does the passage say is one of the fundamental techniques in handling people?**

A Criticize and complain about others

B Give honest and sincere appreciation

C Argue with people to prove you're right

D Ignore what other people want

**4**

**Which of these is NOT mentioned as a way to win people to your way of thinking?**

A Avoid arguments

B Show respect for the other person's opinions

C Admit your mistakes quickly

D Use fear and intimidation

**5**

**What is the main reason the passage says people skills are important?**

A They help you get a better job

B They make you more popular with your friends

C They allow you to communicate and build relationships with others

D They teach you how to be a better public speaker

**Four Opinions**

**Read these opinions. Which one do you agree with the most and why?**

**John**

I think Dale Carnegie's ideas are really helpful. They teach you to be nice to people. Last week, I smiled at a stranger, and they smiled back. It made my day so much better!

**Sara**

I don't believe in this stuff. People are not always nice. Once, I tried to be friendly to someone, but they just ignored me. It hurt my feelings.

**Mike**

I'm not sure what to think. Some people like these ideas, but others do not. I feel confused. Sometimes, I want to try it, but I'm scared it won't work for me.

**Emily**

I love this book! It makes me feel happy when I learn how to connect with others. One time, I listened to my friend, and she said it changed her mood. It felt amazing to help her!

**Discussion Questions**

**1** How do you make new friends?

**2** What is important in a good friendship?

**3** Do you like to help others? Why or why not?

**4** How do you feel when someone appreciates you?

**5** What makes you feel special?

**6** How do you show interest in other people?

**7** Have you ever had a disagreement with a friend? How did you solve it?

**8** What do you think is the best way to listen to someone?

**9** How can we be kind to others every day?

**10** Why do you think it's important to get along with people?