

## **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?