

## **How To Win Friends And Influence People – Warmer/Answers**

### **Warmer**

- 1** Pair up students and ask them to share a recent experience in which they made a new friend or influenced someone positively. Each student should explain what they did to connect with the other person, focusing on any skills or techniques they used.
- 2** Write the phrase "People skills are important" on the board. Ask students to individually brainstorm and write down three reasons why they believe people skills are essential in daily life. After a few minutes, have students share their reasons in small groups and discuss any similarities or differences in their responses.
- 3** Give each student a slip of paper with one of the following words written on it: "appreciation," "listening," "smiling," or "respect." In small groups, students should discuss how their word relates to building relationships and why it is important in communication. After 5 minutes, ask each group to share their insights with the class.

### **Correct Answers:**

- 1** True - The text states that the book was first published in 1936.
- 2** False - The text advises against criticizing, condemning, or complaining about others.
- 3** True - The text mentions that a simple smile can go a long way in making a good impression.
- 4** False - The text states that arguments rarely lead to positive outcomes and suggests avoiding them.
- 5** True - The text says that remembering and using someone's name makes them feel special and valued.

### **Correct Answers:**

**1** b

**2** d

**3** b

**4** d

**5** c