

## Section 10. Philosophy

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### FACE HUMAN FRAILTIES

*“When it comes to human nature, there are always weaknesses.”*  
– Dale Carnegie

**Abstract.** This essay helps explain how to deal with all kinds of social relations. By analyzing Dale Carnegie’s book *How to Win Friends and Influence People*, I break this essay into different parts. Those parts explain how we can deal with work, people and troubles with some basic philosophical ideas.

**Keywords:** History, Religion, Roman Empire, Christianity, Islam, Buddhism.

After reading the world-famous educator Dale Carnegie’s book *How to Win Friends and Influence People*, many members of his audience realize that their reality and interactions with others is not what they perceived. By analyzing human nature through personal stories, it is clear that the book touched each person who poured through the book as a guide to life. These people who learned from it found that the content of the book felt so profound and intriguing.

#### **Tolerance**

“If you want honey, don’t Kick the bee Hive” (13). The opening narration is by several notorious criminals and the words of the corrupt politicians, who’s striking similarity is that they don’t think they are wrong. Carnegie concludes, “Ninety-nine times out of a hundred, no one criticizes himself for anything, no matter how wrong it is” (12). Therefore, criticism is useless and dangerous. It not only increases one’s defenses but also provokes one’s resistance. It is the natural nature of man to blame others for his wrongs, but never himself. This is a universal human instinct to seek out the best and avoid the bad, so we need to be tolerant of others – “don’t criticize, blame or complain” (87).

American President Lincoln liked to say, “Judge not, and judge not”. As an old Chinese saying goes, “To err is human”. We don’t want to be judged by others, and we want to be respected and affirmed. However, being tolerant can not only help us to be enlightened, but may even bring us unexpected wealth and surprise. As the book says, “When we deal with a person, we should remember that we are not dealing with theoretical animals, but with emotional animals” (354).

#### **Sincere appreciation**

Another key to getting along with people is to offer your true, sincere appreciation. The only way we can get other people to do something is not by forcing or intimidating them, but by giving them what they need. In giving, the lowest cost and feedback is the most direct, should be the verbal praise of the person.

When giving a compliment, the most important thing is not how nice the words are or how beautiful the words are, but how sincere you are, so that the other person can feel your respect and seriousness. You should not praise the graceful way a lame person walks, because this is the kind of words that anyone would think hypocritical. Praise and flattery are different

from a sincere and false one. Genuine interest in others, observing a good thing in others, and expressing your appreciation from the bottom of your heart, will get a drastically different result than standing in front of them and saying all the good things in one breath.

If you are honest with others, they will be honest with you. That means giving the lowest-cost verbal compliment with your heart, rather than just spitting out a few familiar words.

### **Put yourself in others' view**

Carnegie also demonstrates that another key to impacting others is to first understand the motives of others. He writes, "The only way to influence someone is to talk about what he wants and tell him how to get it" (256). To understand what the other person's desire is, we are required to put ourselves in others' shoes. People are inherently selfish, and therefore the first human reaction in a conversation is to think of the consequences oneself. We rarely think about how other people will act and their motives for doing so, therefore perspective-taking is essential, especially when there are conflicts in interpersonal communication is the most difficult to do. If you insist on your own opinion and not care for about others', it becomes hard to get the understanding of others.

Carnegie cites two philosophers who support his argument. Irving Young said, "A man who can put himself in another's place, who can understand the movements of another's mind, does not have to think about the future" (108). And the Chinese philosopher Confucius said, "Do not do to others what you do not want others to do to you" (110). It can be seen that at all times, at home and abroad, that empathy is a big test, and is the top priority in interpersonal communication.

Despite the title, perspective-taking should be the core in the book. We all need to do the perspective-taking, every conversation into a game, both sides of a peer, mutual respect, mutual game for pleasure, rather than the above themselves.

If you wish to be received with a cheerful air, do so yourself. If you expect others to respect your will, respect the will of others first. If you wish others to read your mind, read others' mind first.

With the assumption that the world is full of selfish, and unwilling to serve others, few think for others. We want to be with friends and get along together, and therefore this requires understanding the other person's point of view, taking the initiative to pay time and energy for others. Therefore, in order to guide others as we want, we must understand the others' perspective, and maybe even in realizing their perspective we might compromise with the other person's beliefs.

*How to Win Friends and Influence People* not only teaches people how to get along with others, but also encourages people to know themselves and analyze themselves. It tells us that we should maintain a correct psychological state when getting along with others, be tolerant, sincere and optimistic, always keep in mind and apply it in real life. This book is not only in theory but demonstrated in people's actions. Throughout reading the book, people will find the stories taking place in real life, and therefore should be encouraged to see examples and occasions when to take the book's lessons into their own lives. Therefore, Carnegie shows that understanding theory is not all we can do, but we must put theory to practice and use his techniques in real life.

### **References:**

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