## **How To Make Anyone Like You**

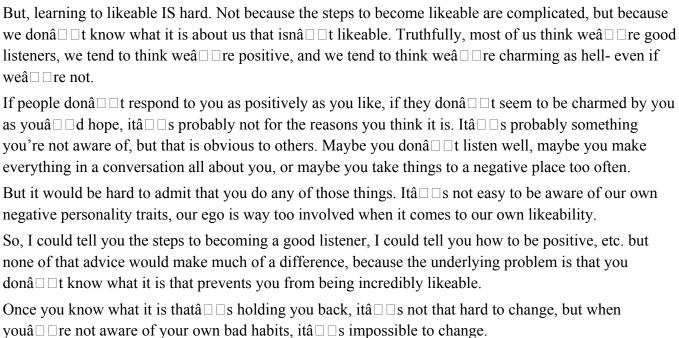
Red Pill Theory | 20 January, 2018 | by Avery

Itâ□□s very difficult to be objective about your own personality traits. In psychology, thereâ□□s a bias known as the <i>better than average effect</i> . Put simply, it means most people think theyâ□□re better than average in most ways: we think weâ□□re smarter than average, we think weâ□□re better looking than average, we think weâ□□re more likeable than average, and of course, we think weâ□□re less susceptible to biased thinking than average.
This isn $\hat{a} \Box t$ necessarily a bad thing, it feels good to think we $\hat{a} \Box re$ better than average. But, this type of thinking comes at a cost. When there $\hat{a} \Box s$ a difference between what we think our personality is like, and what it $\hat{a} \Box s$ actually like, it $\hat{a} \Box s$ very easy to make the same mistakes over and over again, without knowing we $\hat{a} \Box re$ making those mistakes.
Learning to be likeable shouldn $\hat{a} \Box t$ be hard, the steps involved are quite simple: <u>listen well, show interest, find commonalities</u> , be positive, and be honest. If you did all those things, you $\hat{a} \Box d$ be one of the most likeable people in any room, and there $\hat{a} \Box s$ nothing intrinsically challenging about doing any of those things.

**Self-Awareness** 

www.TheRedArchive.com Page 1 of 4





## **Painfully Obvious**

I went to my college campus with a friend to meet women and hopefully find a date. I noticed that every time he talked to a girl, she would look pretty uncomfortable. I couldnâ□□t tell what he was doing wrong

www.TheRedArchive.com Page 2 of 4

from a distance, and he wasn $\hat{a} \Box t$ normally a creepy guy, so I decided to go up to a girl with him- to hear what he was doing that was so off-putting.
He introduced himself and shook hands with the girl (normal enough), but shortly afterwards, he said, $\hat{a} \Box \Box Are you 18 \text{ or above} ? \hat{a} \Box \Box$
She said, â□□Um, yeah,â□□ and immediately looked uncomfortable.
He followed with, â□□Thatâ□□s perfect, so would you like to see me some time to go on a date?â□□
Of course, she said no.
Now, from an outsider perspective, that $\hat{a} \Box s$ obviously pretty weird. But he $\hat{a} \Box s$ from a different country, and legitimately didn $\hat{a} \Box t$ know that he was doing something so uncomfortable.
Since then, heâ $\Box$ s learned the culture better, and his interactions with women are much less awkward. But if someone didnâ $\Box$ t tell him that he was talking in a way that isnâ $\Box$ t relatable, who knows how long have would have kept making that same mistake.
You might not be making a social mistake as obvious as the above example, but chances are, you're bad social habits are pretty obvious to the people you interact with.
For most of us, there are some very simple changes we could make to become exponentially more likeable, but itâ \(\sigma\) is not easy to find out what it is we need to change, we are limited by our perspective.
What $\hat{a} \square s$ the solution? It $\hat{a} \square s$ something a bit unusual, but wickedly effective.
How To Moko Anyono Liko Vou. The Technique

## **How To Make Anyone Like You: The Technique**

When I started recording videos for YouTube, I was full of nerves. It was extremely stressful to talk in front of a camera, and editing the videos made me cringe with discomfort. I noticed all my little bad habits: I would swallow when I was nervous, I would nervously look away from the camera again and again, and my tone sounded very forced.

Although it was uncomfortable watching myself, it was also an amazing education. I noticed countless mistakes I was making, and because I noticed them, I was able to correct them over time. Watching my own YouTube videos let me see myself from the perspective that other people see me from.

And although it was very uncomfortable to watch myself in the third person, it turned out to be the most useful strategy  $l\hat{a} \square v$ e ever found for making changes to how I present myself to others.

Recording yourself is perhaps a bit strange, but it  $\hat{a} \square s$  a powerful tool. Recording yourself on video is great, but it  $\hat{a} \square s$  even better to record audio of yourself interacting with people in real life.

Look,  $I\hat{a} \square m$  not saying you need to do this every day, but just recording yourself a few times and then analyzing the audio can give you a lot of invaluable insights about your personality that you never would have noticed otherwise.

You might notice that you interject too much when someone else is talking, you might notice that you take a lot of opportunities to brag, and you might even notice that you sound arrogant. These are all things that I noticed in my recordings, and *I had no idea about them* before I listened to a recording of myself interacting with people.

If you want, you could let people know youâ  $\Box$  re recording the conversation, but personally I just use some headphones with a mic and leave the earbuds on the outside of my shirt (like people often do after

www.TheRedArchive.com Page 3 of 4

working out).
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You might think people would notice, but $I\hat{a} \square \square ve$ never had that happen, and if it did, I would just say $I\hat{a} \square \square m$ doing a social experiment or explain what $I\hat{a} \square \square m$ doing, no big deal.
I get that this may sound eccentric, but $I\hat{a} \square m$ sharing it anyway because $I\hat{a} \square ve$ found it to be one of the most useful self-development tools $I\hat{a} \square ve$ stumbled on.
Wrapping Up How To Make Anyone Like You
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When it comes to being likeable, it $\hat{a} \square s$ a lack of self-awareness that gets in our way and causes us to keep repeating the same bad habits day in and day out.
Taking just a couple hours to look at yourself objectively can give you invaluable information that may, at first, be a little embarrassing to notice, but can ultimately pave the way to real improvements. After trying this exercise, you might be surprised to find that becoming more likeable is much easier than you ever previously imagined.
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Footnotes:
1. Recording yourself on video can be useful, but how you interact with a camera is very different than how you interact with other people in real life. If you want to improve your presentation skills watching your own videos is probably the best method. But if you want to improve your social skills in general, listening to recordings of yourself is probably the best method.
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www.TheRedArchive.com Page 4 of 4