

How to Win Friends

赢得朋友之道

I want to get along well with others and be liked, but often I don't know where to begin. How can I win friends?

我很想与别人友好相处、被人喜欢，可是我经常不知道从哪里开始。我怎样才能赢得朋友？



Here are some tips to get you started. The point is not to pretend to be something you're not, but to cultivate qualities that will make people be happy to be around you.

下面有些建议，供你参考。成功的关键，在于不要假装，而应特意做出努力，去培养让别人感到自在和乐于与你在一起的品性。



- **Be polite and courteous.** He who sows courtesy, reaps friendship, and he who plants kindness, gathers love.
- **Be sociable.** If you're shy or withdrawn, focusing on making the other person feel accepted and at ease will help you be less self-conscious.
- **Keep an open mind.** Everyone has a right to an opinion. Few arguments are worth winning at the cost of a friendship.
- **谦恭有礼。** 讲礼貌的得友情，好心肠的得感情。
- **平易近人。** 你要是害羞或内向，把注意力集中在让别人感到被接纳和感觉轻松自在上，这将有助于你去不老想着自己。
- **保持思想开放。** 每个人都有权拥有自己的看法。牺牲友谊来赢得争论，往往是不值得的。



- **Smile.** A sincere smile sets a positive tone.
- **Lighten up.** A person with a good sense of humor is fun to be around. Just be sure your humor doesn't come at someone else's expense.

- **微笑。** 真诚的微笑能营造积极的气氛。
- **放轻松。** 有幽默感的人，讨人喜欢。只是要确定，你的幽默不会嘲讽伤害别人。



- **Look for the good in others.** Everyone has at least a few admirable qualities. Focus on finding those, not finding fault.

- **Be vocal about others' good qualities.** Everyone needs to know that their good qualities are noticed and appreciated. Be generous, sincere, and specific with your compliments.

- **寻找别人的长处。**每个人至少都有几样令人钦佩的品质。专心寻找这些品质，而不是挑错。

- **赞美别人的优点。**每个人都需要知道，有人注意到和欣赏自己的长处。赞美时，要慷慨、真诚而具体。

- **Be a good listener.** One of the best ways to show people you care about them is by taking an interest in what they have to say and making an effort to understand.

- **Be gracious when others make mistakes.** Everybody messes up sometimes. Instead of laughing at someone, take the time to consider their feelings.

- 做个真心的聆听者。让人感到你在乎他们的最好方法之一，就是对他们说的话感兴趣，并努力去了解和体会他们的感受。



- 对别人的错误宽宏大量。人人都会犯错。取笑他人根本不好玩。对人善良！顾及别人以及他们的感受。