THE INTERNATIONAL BESTSELLING SERIES

THE RULES OF PEOPLE

RICHARD TEMPLAR

THE RULES OF PEOPLE

Rules of People

Table of Contents

Front Cover
Half Title
Title Page
Copyright Page
Contents
Acknowledgements
Introduction
How to use the Rules
Understanding people

- 1 Understanding helps
- 2 No one has to be like you
- 3 People hear what they want to hear
- 4 People believe what they want to believe
- 5 Your attitude influences their response
- 6 Remember your first impression
- 7 People are tribal
- 8 Everyone wants to feel valued
- 9 They only tease you if they like you
- 10 . . . but banter isn't teasing



- 11 Everyone else is insecure too
- 12 Spots don't change
- 13 Behaviour isn't character
- 14 Other people's relationships are a mystery
- 15 Big words are there to impress you
- 16 Confrontation can be scary
- 17 People feel nervous because they care
- 18 Angry people are sad people
- 19 Crying isn't always sad
- 20 Some people just don't think
- 21 Square pegs don't fit in round holes
- 22 Wild and wacky isn't always fun
- 23 It's hard being 13
- 24 They'll shout if you do
- 25 Responsibility creates independence
- 26 Teenagers hate you because they love you
- 27 Talking is what matters
- 28 Listening is what matters
- 29 No one likes saying sorry
- 30 The world is full of rebels
- 31 Some weirdos are great people

Helping people

- 32 Put your oxygen mask on first
- 33 Get in the swamp



- 34 It's OK just to feel
- 35 Listen, don't solve
- 36 Know your limitations
- 37 It's not a competition
- 38 Never give advice
- 39 Accept their decision
- 40 Give them control
- 41 Get them to think for themselves
- 42 Learn to be psychic
- 43 Listen to what they don't say
- 44 People who can't find an answer may not want one
- 45 Don't tell people to move on
- 46 Loneliness is a state of mind
- 47 Give them privacy
- 48 All interactions are positive or negative
- 49 Not everyone wants help

Getting them on your side

- 50 Loyalty runs both ways
- 51 Remember the details
- 52 Flattery should never be empty
- 53 Praise effectively
- 54 Keep your praise in proportion
- 55 People want to be liked



- 56 Earn their respect
- 57 Have a sense of humour
- 58 Don't be scared to admit your mistakes
- 59 Be tolerant
- 60 Make individual relationships
- 61 Turn the best side to the front
- 62 People generally agree with themselves
- 63 Credit people with your own ideas
- 64 Don't tell them they're wrong (even if they are)
- 65 Get them to collaborate
- 66 Be human
- 67 Share
- 68 Say thank you properly
- 69 Get under their skin
- 70 Criticise constructively
- 71 Agree without agreeing
- 72 Let them win
- 73 Make it three-dimensional
- 74 Give and take
- 75 Know what you both want
- 76 Get all their cards on the table
- 77 Give them a get-out
- 78 Never be scared
- 79 Don't get caught on the hop



Difficult people

- 80 There's only one person you can change
- 81 It's scary being controlled
- 82 If they feel small, they'll big themselves up
- 83 Shouty people want to be heard
- 84 Negative people can't half be useful
- 85 Control freaks know they're right
- 86 Blackmailers want to control you
- 87 Insecurity can cause mistrust
- 88 Prejudice comes from ignorance
- 89 Martyrs crave recognition
- 90 Sensitive people can't toughen up
- 91 People will listen if it's in their interest
- 92 Passive-aggressive people fear conflict
- 93 Patronising can be accidental
- 94 You can't beat a true narcissist
- 95 Moaners don't want to change
- 96 Competitive complainers don't just need a whinge
- 97 Secrets are full of power
- 98 Some people just can't lose
- 99 Manipulation is more than just persuasion
- 100 Busy people are less trouble

The Rules of Socialising

Had enough yet . . . ?



Back Cover

