

PEOPLE SKILLS

NIYI MAKINDE

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People Skills

People skills is the quality and competence that allow you play well with other people. It refers to how people interact with each other. With people skill, you can predict behavior of others, get into their thinking and feel their intellectual reasoning.

People Skill is also known as People Quotient. This is the intelligence that empowers the possessor with the ability to relate well with others. Some people are just too poor at relating with other people.

At the childhood stage, it was easy to relate with others because we will meet them in school, inter school sports and so on. But at adulthood stage, it takes people skill to relate with others. Whether you will be accepted by others or not is dependent on People Skills.

It should be noted too that the ability to listen,

communicate and relate to others on a personal or corporate level is known as People Skill. What makes your personality likable is people skill.

Signs of People Skills

1. You have respect for others
2. You are an effective communicator
3. You can persuade others
4. You show others that you trust them
5. You listen to others more than you speak to them
6. You show interest in others
7. You are sensitive to non-verbal communication
8. You are highly inspiring
9. You are polite in speech by using words like “kindly”, “please”
10. You have a track record of success

Benefits of People Skills

1. It makes your personality desirable by others
2. It gives you recognition and acceptance in your social environment
3. It helps you to inspire and influence others
4. It gives you the opportunity to share your visions and perspective with others

People are Words

One day, while in the city of Portharcourt, a thought flash through my heart which says “people are words.” I pondered on this for sometimes and the illumination became clearer. I occurred to me to imagine each word in the dictionary as a person. In other words, every word in the dictionary can represent someone in your life. Think of any word, there is someone that represents that word.

The insight I got that day was to always define everyone I came across by a word or some words. There are people that are multigifted and highly competent that cannot be attributed to one thing. Those individuals are people with high capacity and have developed themselves to be able to do many things. You will really know about people skills if you can always define everyone you come across by a word or some words.

People: The Strategy to Multiplying

Wisdom teaches that you should multiply the people in your life to multiply the things in your life. Somebody represents what you need in your life. Whatever you need in your life, there is someone who has it. Everything you will ever have will come through people. Even when God opens windows of heaven to you, He won't rain money on you. All of God's blessings are spiritual that can produce physical results. People are things. Whenever you need something, you actually need someone. Let's glimpse more insight below:

1. People are Places

The people in your life are places you can access. When you multiply the people, you have multiplied the places you can access. Access to new people is

access to new places. Truth is you don't lack money, qualifications to enter places; you only lack people whose voice is recognized

to open the door for you. Could it be that the reason you've not gone out of your country is because you don't have access (people) there. You may not know anyone in that country, but if you know someone who knows someone in that country, you can access there. Most people complain about denial of visa but in reality, it is just absence of the right person or people. For your enterprise to be in other country, you need to see people as places. When you do, take action to access them. For CEOs, why you need some workers is not because you need them but just to access the places, region they come from. That is how to multiply.

2. People are Money

Many people see money as paper. Truth is money cannot multiply in your life if you see it as paper. Entrepreneurs and career professionals are very smart on this in that they know their money is in the hand of the people they deal with – clients and customers. You need to permit and reach out to more people to have more money. Smartpreneurs know that people are profit. That's why trainings are given to workers to treat their clients as kings.

3. People are Opportunities

Every opportunity that will come your way will come through people. You can never tell who God will use to help you.

4. People are Influence

Why do you think event's organizers often get notable public figure to attend their event? There are people whose presence alone can influence things for you in ten minutes that you may not be able to do yourself for thirty years.

5. People are Inspiration

Excellence honors God and inspires people. The success of people can impart some others. Sometimes, when someone lacks inspiration, it is because he or she lacks someone who represents inspiration. The success, eloquence, wisdom, achievement of someone can inspire you.

6. People are Distractions

Whenever you lose focus, often, it is because of someone in your life. Distractions come through people closer to us. You should be discipline not to

be distracted.

Qualities for Relational Safety

1. You must be patient with others
2. You must tolerate others
3. You must be able to adapt the trend
4. You must be highly supportive.

Avoid these Three Cs

1. Don't criticize
2. Don't complain
3. Don't condemn

Note: Criticism will never persuade people that they are wrong. It makes them strive to justify themselves.

Any fool can criticize. It takes character and self-control to be understanding and forgiving. People skill will help you to understand people and forgive them before they offend you.

How to Spur People into Action

There is only one way to get anybody to do anything, AND THAT IS BY MAKING THE OTHER PERSON WANT TO DO IT.

The only way you can get anybody to do anything is by giving them what they want. Don't force people to do things, find out what they want and give them. CEOs make their workers to work not by forcing them but by paying them. Workers in a company will work to any length when they are aware that they will be paid by the end of the month. Some people need importance to make them do things. If you can give them importance, they will do anything for you. The way to make a leader above you do things for you is by give such the honor you don't give any other person in the universe. When a leader above you know that you give him honor from your heart and such honor that you don't give any other person,

you will possess the heart of such.

Make Others Feel Important

The deepest urge in human nature is the desire to be important. Everybody likes compliment. The deepest principle in the human nature is the craving to be appreciated. Parents need to learn that the easiest way to influence their children is to first make them feel important. This is done by appreciating them for every little task they do. You children will listen to you more when you make them feel important. You don't shout at kids when you want to make them feel important.

The fact is that honest appreciation will get results where criticism and ridicule failed. Be hearty in your approbation and lavish in your praise and people will cherish your words and treasure them and repeat them over a lifetime.

How to Make People Like You

You can make more friends in two months by becoming genuinely interested in other people than you can in two years by trying to get other people interested in you. people are often (not always because there are kind people that are interested in others) not interested in you. They are interested

in themselves.

Imagine, when you see a group photograph that you are in, whose picture do you look for first? Yours of course.

If you merely try to impress people and get them interested in you, you will never have true, sincere friends. Friends – real friends are not made that way.

It is the individual who is not interested in his fellow men who has the greatest difficulties in life and provides the greatest injury to others. It is from such individuals that all human failure spring.

All of us like people who admire us. Therefore, always admire people. If you want others to like you, put yourself out to do things for other people – things that require time, energy, unselfishness and thoughtfulness.

Ensure you celebrate people on their birthday. The fact is that we are interested in others when they are interested in us.

When you meet a person for the first time, ensure you master the name of that person. And the next time you meet them, text or phone them, use their name to address them. A person's name is to that person the sweetest and most important sound in any language.

How to Be a Good Conversationalist

People prefer good listeners to good talkers. When people are in troubles, they don't want your advice, they only want you to listen to them and sympathize with them. They want your advice when they open their mouth to request such. Whenever anyone is in any trouble, give a listening here and sympathize. Never advice or shift blame on them as the cause of it.

If you want to be a good conversationalist, be an attentive listener. To be interesting, be interested. Ask questions that the other person will enjoy answering. Encourage them to talk about themselves and accomplishments.

Always remember that the people you are talking to are a hundred times more interested in themselves, their want and problems than they are in you and your problems. A person's toothache mean more to that person than a famine in china that kills a million people. A boil on one's neck interest one more than forty earthquakes in Africa.

How to Make People Like You Instantly

To make people like you at first sight, you must say something nice, not about yourself, but about the person. How? Quickly look at something in the part of the body of that person or their expression and compliment it. For example, you can complement the hair, voice, vocabulary, intelligence, sense of honor or humor and so on.

The life of someone can be changed if only someone can make them feel important. Always make everybody feel important. This is one of the way to grow people, to make them bold.

Talk to people about themselves and they will listen for hours.

You must avoid exaggeration. Be sincere with your comments.

Watch-Zones

You can tell people they are wrong by a look, intonation and gesture just as eloquently as you can in words. They can't agree with you if you tell them they are wrong because you have struck a direct blow on their intelligence, judgment and self-respect.

Be wiser than other people if you can, but do not tell them so.

You must never tell anybody that they are wrong. If someone is wrong, never say "you are wrong" but rather say "I thought otherwise, but I may be wrong."

You will never get into trouble by admitting that you may be wrong. That will stop all argument and inspire your opponent to be just as fair and open as you are. It will make him want to admit that he, too may be wrong.

How to Get Cooperation

Don't you have much more faith in ideas you discover for yourself than in ideas that are handed to you on a silver platter? If so, isn't it bad judgment to try to run your opinion down the throats of other people? Isn't it wiser to make suggestions and let the other person think out the conclusion?

Always urge people to give their ideas. No one

likes to feel he is being told to do something. We must prefer to feel we are acting on our own ideas. We all like to be consulted about our wishes, want and thoughts.

If you want to sell any product to an organization, send a message to them seeking their advice on how they can help you improve your products. You will get their attention with such.

If you want to get the attention of a person, go meet the person, seeking his advice on areas of your life. People will give you attention when they know their opinion count in your life.



About the Author

Niyi Makinde is an apostle, author and crusader. He is the author of hundreds of books on multiple subjects. He writes with high inspiration and creative wisdom. Great leaders recommend his books. As a minister, he is widely known for healings and miracles.

Apostle Niyi Makinde is the pioneer and president of Rebirth Global Church, a network of churches across the globe. He is also the pioneer of Connect Global, a larger body of churches and ministries across the globe. He hosts the annual Connect Confluence, a global gathering of many believers, various churches and ministries.

Niyi Makinde is highly esteemed and respected by great leaders. He is known for simplicity, in-

tegrity and uncommon wisdom. Many great leaders consider him one of the wisest and greatest among men. He is a father-figure and oversight over many churches, ministries and Christian networks.

You can connect with me on:

🌐 <https://niyimakinde.com>

Also by Niyi Makinde

Apostle Niyi Makinde has written many other insightful and powerful books, among which are:

1. Divine Instructions
2. 12 Laws of Divine Instructions
3. Breaking Life Code
4. The Revolutionary Apostle
5. The Power to Prosper
6. The Power to Become
7. 53 Laws of Excellence
8. Church Shift
9. Business Sense
10. Dealing with Human Enemies
11. Wisdom for All-Round
12. Wisdom Power
13. Prayer Force 1
14. Multiply
15. Tithing
16. You Are Different
17. Phronesis for Dating
18. Dating, Marriage and Sex
20. The Power to Get Wealth
21. Spiritual Fatherhood
22. Managing Divine People
23. Understanding Honor
24. Flourish And Grow 1

25. Faith Dimension 1
26. Ministry Laws 1
27. Secrets to Supernatural (Financial) Abundance
28. Running like the Deer
29. Prayer Force 2
30. Making Things Happen
31. You Are a Seer
32. 79 Insights Into Favor
33. New Creation
34. Prayer Education
35. 20 Facts about the Human Spirit
36. Supernatural Visions
37. Understanding Church Systems
38. 11 Facts about the Human Mind
39. The Holy Spirit
40. Dominion in the Realm of Abundance
41. Soul Winning Manual
42. Maintaining Sound Health
43. Faith for Abundance
44. New Levels
45. Wisdom for Abundance
46. The Power of Meditation
47. Understanding Supernatural Dreams
48. Stop Multiplying in Affliction
49. Communication Ethics in Ministry
50. Ministry Ethics 1
51. Warfare for Honor
51. Wave of Increase

52. Praise for Favor
53. Ministers Training Manual
54. Breaking Joy Code
55. The Power of His Name
56. You Are a wonder
57. Roar and Soar
58. The Minister and the Ministry
59. Grace Factor
60. Subdue and Dominate
61. Flourish and Grow 2
62. Overtake
63. Victory over Afflictions
64. The Power of Patience
65. Stand out to Step out
66. Shining like the Sun
67. 30 Channels of Wealth
68. Breaking into Laughter
69. The Power to Dominate
70. Enjoying Health
71. Stronger than the stronger
72. Battle for Wealth
73. Wealth Transfer
74. Maximum Protection
75. The Power to Be on Time
76. Power Activators
77. The Essence of Obedience
78. The Power of words
79. Planting a Branch Church

80. Power Dimensions 1
81. The Power to Live Long
82. The Power to Deliver
83. The Power to Bless
84. Raising the Dead
85. The Power to Heal
86. The Power to Separate
87. The Power of Diligence
89. Financial Prosperity
89. Business Success
90. On Top
91. How to Live Long
92. Warfare for Long Life
93. The Hand of God
94. On Pornography
95. 11 Streams of Healing
96. Fresh Insight
97. Money Sense
98. The Power of Prophecies
99. High Flyers
100. Be Creative
101. No Limit
102. Understanding
103. Dealing with Impossibility
104. Highly Favored
105. You Can Prophecy
106. Expand
107. Entering into Fullness

- 108. 8 Kinds of Men
- 109. The Headship Anointing
- 110. God is with You
- 111. Church Formation
- 112. Ministers' Personal Development
- 113. Time-Planning
- 114. Manifesting Excellence
- 115. Decoding the Blessing of Tithing
- 116. Pastors Manual on Marriage Matters
- 117. Understanding Spiritual Father-Son Relationship in Ministry
- 118. The Art of Leadership
- 119. Visioning
- 120. People Skills
- 121. Your Reality Today Daily Devotional (for teenagers)
- 122. New Beginnings Today Daily Devotional (for adults)

