Assignment 1

The following is an excerpt from Chapter 1 of "How to Win Friends and Influence People." Write a brief reaction and response to this excerpt. Discuss any applicable examples from your personal experience and explain how it can be applied to your life.

"The power of personality is one of the greatest assets we possess as human beings. It is the power that makes us likeable, that makes us attractive, that makes us respected and admired by others. It is the power that gives us the ability to influence others and to achieve our goals and objectives."

Discuss how this excerpt relates to your personal experience. Provide examples from your own life to illustrate how you have used personality traits to achieve your goals. Explain how you plan to apply this knowledge in your future endeavors. Discuss any potential challenges or drawbacks to using personality to influence others, and how you plan to address them.

You may also want to consider the following questions:

- How do you define personality?
- What are some key characteristics of a strong personality?
- How can personality be used to influence others?
- What risks are associated with using personality to influence others?

Be sure to cite any sources you use in your response.