

HOW TO WIN FRIENDS AND INFLUENCE PEOPLE-PART 1

RABBI YITZCHOK MILLER -02/01/2017; 6 SHEVAT
SHIUR 435

RABBI MILLER HAD TAKEN THE DALE CARNEIGE COURSE MANY YEARS AGO. MANY FRUM PEOPLE TAKE THE COURSE. MANY ROSH YESHIVAS LET THEIR TALMIDIM READ THE BOOK BECAUSE THERE ARE VALUABLE LESSONS. RABBI MILLER THOUGHT ABOUT THIS AND SAID, THE BOOK HAS VALUABLE INFORMATION BUT THE STORIES ARE BASED ON GOYISH STORIES. HE FELT IF THESE CONCEPTS ARE CORRECT, THEN WHY CAN'T THEY BE PRESENTED FROM A JEWISH VIEWPOINT. SO THE FIRST QUESTION IS : DOES THE DALE CARNEIGE CONCEPT OF 'HOW TO WIN FRIENDS AND INFLUENCE PEOPLE' GO WITH TORAH CONCEPTS? THE ANSWER TO THAT IS YES, THAT IT IS A TORAH CONCEPT, IF DONE FOR RIGHT REASONS.

1. THE MISHNA SAYS WHEN ACTING LIKE A TORAHDIK JEW, MEANING ACTING RESPECTFULLY THEN ONE WILL BE LOVED TO PEOPLE AND TO HASHEM. IF YOU GIVE NACHAS TO THE BRIYOS, THEN YOU WILL GIVE NACHAS TO HASHEM. IF A PERSON ACTS CORRECTLY, HE WILL BE 'AHUVE'. YOU WILL BECOME BELOVED. AND THEN YOU CAN HAVE INFLUENCE ON SOMEONE ELSE AND BY DOING SO WILL BE DOING A KIDDUSH HASHEM.

BY OUR BEING NICE TO OTHERS, THE KOVOD HASHEM WILL BECOME MORE APPARENT IN THE WORLD.

2. JUST LIKE HASHEM MADE EVERYONE LOOK DIFFERENT, HE ALSO MADE EVERYONE HAVE THEIR OWN OPINION ON DIFFERENT MATTERS. WE ARE ALL CERTAIN THAT OUR OPINION IS THE RIGHT OPINION, AND WE ARE CRYSTAL CLEAR ON OUR OPINION, BUT THE OTHER PERSON IS AS CERTAIN ON HIS OPINION AND DISAGREES WITH ME. SO WHAT DO WE DO?

ARGUING IS DEFINATELY NOT THE TORAH WAY. WE HAVE TO LEARN HOW TO LISTEN AND DEBATE RESPECTFULLY.

THE FIRST WAY ONE CAN MAKE FRIENDS AND INFLUENCE THEM IS BY OFFERING THEM SINCERE AND GENUINE PRAISE. EVERYONE HAS SOMETHING GOOD ABOUT THEM. MENTION IT TO THEM. THIS WILL AUTOMATICALLY MAKE THEM MORE RECEPTIVE TO ANYTHING YOU WANT TO TELL THEM. WE SEE THIS WHEN YOSEF WANTED TO KEEP BINYOMIN. YEHUDA KNEW HOW UPSET, HIS FATHER, YAAKOV

WOULD BE. WHAT DID YEHUDA DO? HE KNEW HE HAD TO INFLUENCE THE VICEROY NOT TO KEEP HIS YOUNGER BROTHER. THE FIRST THING HE DID WAS COMPLIMENT THE VICEROY. HE SAID, 'KI KOMOCHO K'PAROH'. YOU ARE LIKE THE PHAROH. YEHUDA WAS COMPLIMENTING THE VICEROY. PAROH IS THE MOST POWERFUL KING IN THE WORLD, AND TO ME, YOU VICEROY, ARE AS POWERFUL AS PAROH IS. AND AFTER THAT HE STARTS TO SPEAK TO HIM PASSIONATELY ABOUT HIS BROTHER, BUT BEFORE HE DID THAT HE SHOWED HIM UTMOST RESPECT BY GIVING HIM A COMPLIMENT. THESE WORDS HIT A NERVE IN YOSEF AND BROUGHT HIM TO TEARS. HE ALLOWED HIMSELF TO BE RECEPTIVE TO YEHUDA'S WORDS AND THUS WAS INFLUENCED BY HIM.

2. BE A LISTENER. EVERYONE WANTS TO TALK ABOUT THEIR ISSUES. LISTEN, EVEN FOR A FEW MINUTES TO WHAT IS ON THEIR MIND. THEY WILL OPEN UP AND AFTER THAT BE MORE RECEPTIVE TO WHAT YOU HAVE TO TELL THEM AND THUS YOU WILL BE ABLE TO INFLUENCE THEM.

WHEN THE MALACHIM CAME TO AVROHOM AVEINU, THE MEDRASH TELLS US THAT THEY ASKED AVROHOM ABOUT HIS WIFE AND THEY ALSO ASKED SORO ABOUT HER HUSBAND. THIS IS A VERY IMPORTANT LESSON IN DERECH ERETZ. IF YOU ARE A GUEST IN SOMEONE'S HOUSE, ASK THE HOST AND HOSTESS ABOUT THEIR SPOUSES. ASK PEOPLE ABOUT THEIR CHILDREN.

3. WE LEARN FROM YOSEF, WHO HAD MANY ISSUES OF HIS OWN, SENT AWAY FROM HOME, IN A FOREIGN LAND, THROWN INTO JAIL FOR YEARS, BUT HE SAW THE SAR HAMASHKA AND THE SAR HA'AFAR DISTRAUGHT, DEPRESSED. HE STOPPED AND ASKED THEM WHAT WAS BOTHERING THEM? HE HAD A LOT ON HIS MIND, BUT BECAUSE HE SHOWED AN INTEREST IN THEM, LISTENED TO WHAT THEY HAD TO SAY. INTERESTINGLY ENOUGH, THEY EACH HAD THE INTERPRETRATION FOR THE OTHER PERSON'S DREAM. HAD YOSEF NOT SPOKEN TO EACH ONE OF THEM, THEY WOULD NOT HAVE REALIZED THIS. AND BECAUSE YOSEF TOOK AN INTEREST IN THEM, THE SAR HA'MASHKA REMEMBERED TO TELL PAROH ABOUT HIM AND ULTIMATELY THIS PROVED HIS SALVATION.

4. SHOW AFFECTION. RABBI MILLER TOLD OVER A BEAUTIFUL STORY TO ILLUSTRATE THIS POINT:

RABBI DAVID GROSSMAN, THE RAV OF MIGDAL EMEK USED TO BE KNOWN AS THE DISCO RABBI. HE WAS GIVEN THIS NAME BECAUSE YEARS AGO, HE WOULD REGULARLY VISIT DISCOS IN HIS COMMUNITY OF MIGDAL EMEK, WHICH IS IN THE NORTHERN PART OF ERETZ YISROEL. HE HAS A CAPTIVATING PERSONALITY AND AT THE END OF EVERY EVENING, HE WOULD BE TAKING A LOT OF YOUNG PEOPLE OUT OF THE DISCO AND INTRODUCING THEM TO THE WORLD OF TORAH.

EVENTUALLY HE REALIZED HE NEEDED TO HOUSE ALL THESE YOUNG PEOPLE AND MAKE THEM A BUILDING WHERE THEY COULD LEARN TORAH.

HE PLANNED A TRIP TO AMERICA TO COLLECT MONEY FOR THIS HUGE PROJECT.

HE HAD JUST WON A COVETED PRIZE, 'THE ISRAEL PRICE' GIVEN FOR SOMEONE WHO MAKES A CONTRIBUTION TO ISRAELI SOCIETY-HE WAS AND STILL IS LOVED BY ALL FACTIONS OF YIDDEN. HE WAS RECOGNIZED ON THE PLANE AND HE WAS UPGRADED TO FIRST CLASS.

IN FIRST CLASS THERE WAS ANOTHER PASSENGER, PASTOR HAGEE, A POWERFUL EVANGELICAL MISSIONARY FROM SAN ANTONIO. 10,000 PEOPLE LISTEN TO PASTOR HAGEE'S SERMONS. HE LOVES THE LAND OF ISRAEL AND THE PEOPLE OF ISRAEL. HE COLLECTS MILLIONS OF DOLLARS FROM HIS WORSHIPPERS THAT HE BRINGS TO ISRAEL TO GIVE OUT TO THE NEEDY.

PASTOR HAGEE INTRODUCES HIMSELF TO RABBI GROSSMAN AND EXPLAINS THAT HE IS RETURNING TO THE STATES AFTER A 10 DAY TRIP TO ERETZ YISROEL. HE HAD A GREAT AMOUNT OF MONEY THAT HE WAS LOOKING TO DISTRIBUTE TO DISADVANTAGED JEWS. HE WAS TAKEN AROUND BY PRIME MINISTER NETANYAHU AND OTHER IMPORTANT OFFICIALS.

RABBI GROSSMAN TOLD HIM ABOUT HIS PROJECT FOR DISADVANTAGED JEWS AND ASKED THE PASTOR IF HE WOULD BE INTERESTED IN LOOKING AT A DVD THAT HE HAD EXPLAINING HIS PROJECT. THE PASTOR AGREED AND RABBI GROSSMAN GAVE HIM THE DVD. WHEN THE DVD WAS COMPLETED, RABBI GROSSMAN WENT OVER TO THE PASTOR'S SEAT AND ASKED HIM WHAT HE THOUGHT. UNKNOWINGLY, RABBI GROSSMAN TOUCHED A BUTTON ON THE PASTOR'S ARMREST THAT MADE THE SEAT TURN INTO A BED, SO THE SEAT ROLLED BACK AND THE PASTOR NOT BEING READY FOR THIS ENDED UP DOING A SOMERSAULT AND ROLLING BACKWARDS.

RABBI GROSSMAN WAS SO EMBARRASSED. HE HELPED THE PASTOR UP, APOLOGIZED PROFUSELY, GAVE HIM A KISS ON HIS FOREHEAD AND THEN WALKED BACK TO HIS SEAT.

SHORTLY AFTER THIS, THE PASTOR WALKS OVER TO THE RABBI'S SEAT AND TELLS HIM THE FOLLOWING: I WENT THE LENGTH AND BREADTH OF ISRAEL AND I SAW MANY INTERESTING PROJECTS BEING UNDERTAKEN FOR THE JEWISH PEOPLE. NONE OF THEM EXCITED ME, AND SO I TOLD EACH ONE THAT I HAVE MANY MORE TO SEE AND I WOULD LET THEM KNOW. SO I AM NOW COMING HOME, WITH ALL THE MONEY IN MY POCKET. AND I FELT GUILTY, I FELT I HAD FAILED MY PEOPLE. SO I PRAYED TO G-D TO HELP ME DECIDE WHO TO GIVE MY MONEY TO. AND I TOLD G-D, TO GIVE ME A SIGN AND THE SIGN SHOULD BE **THAT THE PERSON TO WHOM I SHOULD GIVE THE MONEY SHOULD GIVE ME A KISS.**

SO RABBI GROSSMAN YOUR PROJECT DOES EXCITE ME AND WHEN YOU KISSED ME ON MY FOREHEAD, TO ME, THAT WAS THE SIGN FROM G-D I WAS WAITING FOR.

AND SO RABBI GROSSMAN, I AM GIVING YOU \$2 MILLION FOR YOUR PROJECT.

SO THIS ALL HAPPENED FROM A KISS.

(RABBI ELYASHAV GAVE RABBI GROSSMAN PERMISSION TO USE THE MONEY TO BUILD HIS BUILDING)

WE SEE THAT WHEN PAROH ASKS YOSEF TO TRANSLATE HIS DREAM, HE DID NOT ASK FOR ADVICE AS TO WHAT TO DO WITH THE DREAM. BUT YOSEF OFFERED ADVISE. WHY? BECAUSE HE THOUGHT TO HIMSELF, IF I OFFER ADVISE, HE MAY OFFER ME THE JOB TO CARRY OUT MY ADVISE. AND THIS IS WHAT HAPPENED. YOSEF DID SOMETHING FOR SOMEONE ELSE, AND IN TURN THAT PERSON HELPED HIM .

RABBI MILLER ENDED BY SAYING IF WE TREAT PEOPLE RESPECTFULLY AND WE SHOW THAT THEY ARE IMPORTANT, WE WILL BE ABLE TO INFLUENCE THEM.