

# Social Influence Integrators

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## SOCIAL INFLUENCE INTEGRATORS

by

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([Better Poise](http://www.betterpoise.com), [www.betterpoise.com](http://www.betterpoise.com))

Social influence is primarily about gaining influence, admiration, and effectiveness in company and social interaction.

Poise integrators are principles and maxims espoused by experts and successful people which are for social ease, personal effectiveness, self-fulfillment, or imaginative living. Imbibing them and applying them in the manner suggested will produce reinforcing effect on poise development or poise positioning for sustainable happiness, personal success, and self-fulfillment.

Think on how you could apply the following '**poise integrators**', to reinforce personal poise development for social influence in everyday life. Rehearse each 'Poise Integrator' daily until it becomes an integral part of your thinking and behaviour.

### **Integrator 1:**

**'The supreme happiness of life is the conviction that we are loved.'** – Victor Hugo

Show people you love them. Think on what you could do to make other people happy.

### **Integrator 2:**

**'A great man's greatness is seen in how he treats lowly people.'** – Lord Chesterfield

What is the import of this? It has to do with the color of your personality. Genuinely treat people, including the lowly ones, with respect, gentleness, and dignity no matter your level of importance or life attainment.

### **Integrator 3:**

**'Let me be a little kinder, let me be a little blinder to the faults of those around me.'** - Edgar A. Guest

Endeavor to look at the good side of people and relate to them from that angle. Always give people allowance for the natural margin of error we all require and show understanding as people are doing their level best to measure up. A further step in this direction is to endeavor to apply the counsel given by Dale Carnegie, to be profuse in our approbation of others and to rarely criticize or chew other people up for their shortcomings.

Also, extend this kindness to yourself. Don't take yourself too seriously to the level that you are unnecessarily too critical of yourself or feel particularly upset if you don't measure up to a standard you expect of yourself.

## **Social Influence Note**

(Fundamentals of Winning with People)

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### **Integrator 4:**

**'He who forgets his roots will be forgotten by those roots.'** – A Hausa saying (Nigeria)

That saying speaks volume about being socially responsive and responsible. To have sustainable social influence, and win with people, don't use and dump people. Be loyal to people. Respond to the realities and needs of your significant social environment.

### **Integrator 5:**

**'A little fragrance hangs on the fingers of him that gives roses.'** – an old Chinese saying

This reflects sustainable social influence. Sow roses in social interaction. Give out roses, not thorns, when dealing with people. Be a person of goodwill.