

# Fundamental Tips to Building Successful Relationships

1. Convey sincere gratitude
2. Appreciate someone for doing good deeds
3. Talk about what they want and show them how to get it
4. Understand their motivations (career development, training, etc.) and align it to what you want
5. Establish rapport, influence, and buy in:
  - a. Become interested in other people/ be emotionally curious
  - b. Practice active listening
6. Allow them to take credit over idea you planted in the first place
7. Show respect for other's opinions
8. Be authentic



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