

# 5 Mini-Habits That Can Help You Be More Likeable

Building genuine relationships doesn't need to be hard.



Let's be honest: Knowing that someone likes you feels *great*. Even if we don't want to admit it, we all enjoy impressing and charming those around us, especially when we meet someone for the first time.

And although we often deny it, we all want to be more likable. Yet, we don't want to be likable at all costs. We want to stay true to our own values and goals while connecting with others on a deep level.

Contrary to common belief, being likable is not a personality trait but a skill you can learn and hone over time. And the reason likability is so important is if people like *you* they are also more likely to like your ideas and the work you do.

Additionally, likable people are easier to work with because they are great team players. However, being likable also makes you more charismatic and increases your influence on those around you.

And the good news is that you can be more likable and better connect with people through *tiny* changes in your behavior. Here are five of them:

## Use your body language to build rapport

We like people who are like us. That's not only true for common interests but also applies to body language and the way we talk and behave.

Subtly imitating someone's gestures, mimic, or how they talk can help you build *rapport* and connect with them on a subconscious level.

That's what we're naturally inclined to do anyway: When someone smiles at us, we usually smile back. When someone lowers their voice, we do the same.

But even though it can happen naturally, you can also train yourself to consciously connect with people by building rapport.

By doing this on purpose and adapting your breathing, posture, voice, mimic, and body language, you can use rapport as a powerful tool to be more likable.

If we feel like someone's similar to us, we automatically feel more attracted to them. Next time you try to be more likable, subtly imitate the body language of your conversation partner.

How to do it:

Building rapport is all about being *similar* to the person you're trying to connect with.

Here's how you can ensure this similarity:

- **Be aware of the dress code.** If you're joining a group of people you've never met before, it can feel uncomfortable to be over or underdressed, so make sure to dress appropriately.
- **Look for similarities.** We like people who are similar to ourselves. Finding common interests can be a great way to strengthen relationships.
- **Mirror their body language, posture, and language.** A big part of human communication happens non-verbally. Adapting your body language to your conversation partner can help them feel more comfortable around you. Don't overdo it; just make subtle changes in your gestures, posture, and language to be a little more *like them*.

. . . .

## Master the art of giving genuine compliments

How often do you compliment those around you?

If you're honest, your answer is probably *not often*. And that's not even your fault because there's something that makes us feel uncomfortable about giving and receiving compliments.

Sometimes, it even feels hard to compliment our closest friends, family members, or even our partner.

This is due to a phenomenon called ***signal amplification bias*** which states that we often think our social clues are obvious even though they aren't.

Sometimes, we're so afraid of *not being liked back* that we refuse to show our excitement about other people.

Yet, if done correctly, a genuine and thoughtful compliment can indeed improve your likability and help you stand out from the masses.

How to do it:

The most important rule when giving compliments is to be genuine and authentic.

Don't just make a random compliment but focus on mentioning why this positive aspect is important to *you*.

By being specific, you can ensure that your conversation partner feels honored instead of uncomfortable.

Additionally, make sure you add a *second layer* to your compliments.

Don't just say, "Your shirt looks great!" ask them where they bought it or if it's their favorite color. The more attention you pay, the more valuable your compliments will be.

# Look them in the eyes

If done correctly, looking someone in the eyes can build an intimate bond and help you connect on a deeper level. That's because we tend to believe that someone is more similar to us if we've made eye contact with them.

When we first meet someone, we try to figure out whether we can *trust* them or not. Keeping eye contact is an easy way of building that trust.

Making and holding eye contact shows your conversation partner that you genuinely *care* and listen to them.

Additionally, studies have shown that eye contact is an excellent amplifier for *competence*. We tend to take people more seriously if they can look us straight into the eyes.

Especially in western countries, we believe that those who hold eye contact are more intelligent and sincere, so we're more tempted to believe what they say.

How to do it:

If holding eye contact with strangers feels weird or uncomfortable, you can first practice it with friends and family members.

However, make sure you don't stare someone in the eyes for too long as that can quickly feel creepy instead of friendly.

Psychologists found out that the ideal length for uninterrupted eye contact is around three seconds. And anything longer than nine seconds can quickly feel awkward. So make sure to glance away at least every five seconds.

# Call them by their name

Most people *love* hearing their own name. Studies have even proven that hearing your first name activates specific areas of your brain. And as Dale Carnegie once stated:

“Remember that a person’s name is to that person the sweetest and most important sound in any language.”

However, the reality is that most of us don’t use names in conversations because we’re not used to it. Yet, that’s exactly why it feels so special *if* we do it.

How to do it:

Next time you’re in a conversation with someone, try to mention their first name to make them feel special and appreciated.

However, don’t overdo it: Their name should sound natural in the conversation. Don’t try to use it in each sentence. Calling someone by their name once or twice in a conversation is enough.

A great tip is to repeat someone’s name when you meet them for the first time.

If you ask me for my name and I say, “*My name is Sinem.*”, you could reply, “*Hi Sinem, nice to meet you.*”.

This practice comes with a bonus as it helps you to better remember a name as you’re more aware of it when you pronounce it yourself.

If it’s a name that’s new to you, you can even ask about the origin and its meaning. By doing so, you’re showing interest, repeating the name,

and making sure you remember it for the next time you meet the person.

This small practice can help you build stronger and more meaningful relationships in your personal and professional life.

. . .

## Be the most active listener

A famous quote often attributed to Epictetus states that ***we have two ears and one mouth so that we can listen twice as much as we speak.***

Yet, the truth is that most people are awful listeners and prefer *talking* over paying attention to their fellows. An additional problem is that most people are so determined to *speak* that they don't properly listen to the conversations happening around them.

Instead, they're busy *thinking about what they'll say next*. And even though that's a sad reality, it's an opportunity for *you* to excel by doing the contrary.

How to do it:

If you want to be more likable, be the best listener in the room.

Put your ego aside, stop thinking of your replies and genuinely *listen* to the words of your conversation partner.

Active listening starts by dropping what you've been doing, eliminating distractions such as your phone, and *paying genuine attention to your conversation partner*.

Additionally, it includes *asking questions* to make sure you really understand their opinion before adding your response.

You don't need to add your own two cents to every conversation that's happening.

Sometimes, being a listener can have a much greater influence on your understanding of the world and the well-being of those around you.

. . .

## Final thoughts

Even though trying to *be more likable* might sound self-absorbed, it can actually be the contrary. By striving to be more likable, you're essentially trying to make those around you feel more comfortable and understood.

And the best thing is that being more likable is *entirely* under your control.

Next time you're around people you want to impress, make sure to practice the five mini-habits for being more likable:

- ***Use your body language to build rapport:*** We like people who are like us, so try to subtly imitate the posture, gesture, mimic, and language of your conversation partner.
- ***Master the art of giving genuine compliments:*** There's nothing more heart-warming than an honest and specific compliment.
- ***Look them in the eyes:*** Don't be afraid to look people in the eyes but make sure to glance away every few seconds to avoid an uncomfortable situation.



- ***Call them by their name:*** We all like hearing our names, so make sure you use names in conversations more frequently.
- ***Be the most active listener:*** Stay away from your desire to *talk* and make sure you *understand* others.