



## Carnegie Judo - The Making of Better People

Once upon a time at the beginning of the last century, a guru came forth with suggestions on how to get along with people, and how to do it so well that it could be the cornerstone of success and happiness. Many have said that every guru since has been but a footnote to Dale Carnegie. Broke and living at the YMCA in 1912, he convinced the Y manager to let him teach classes in public speaking. He discovered inner secrets to personal training techniques; from this 1912 debut, the Dale Carnegie Course evolved. Carnegie had tapped into the average American's desire to have more self-confidence, and if you are impressed by money as a sign of success, by 1914, he was earning \$500 - the equivalent of nearly \$10,000 now - every week. Here are quick excerpts from Carnegie's own outline style condensed version of his program. He was the Kano of success training.

**Win people to your way of thinking (Part 3) (There are 12 items in Part 3. Only five are considered in this issue, as these are all kuzushi related.)**

- Carnegie: *The only way to get the best of an argument is to avoid it.*  
Judo = On the street - Avoidance of physical confrontation. On the mat - Yielding to force.
- Carnegie: *Show respect for the other person's opinions. Never say, "You're wrong."*  
Judo = Yielding to achieve kuzushi.
- Carnegie: *If you are wrong, admit it quickly and emphatically.*  
Judo = Don't force a throw. Don't hang around to get countered. Get to the next application.  
(This does not preclude "second effort", just stubborn insistence on force.)
- Carnegie: *Begin in a friendly way.*  
Judo = Bow, show respect. Be the person in the dojo people want to work with because they know you like them.
- Carnegie: *Get the other person saying "yes, yes" immediately. [Establish a environment of accord before asking for the thing you want.]*  
Judo = Pre-kuzushi. Check out nage-no-kata. "Step here; thank you. Step here again; thank you. Step here once more. You're thrown; thank you." (Even resistance from uke can be a "yes".)

These Carnegie concepts seem simple enough to just do. Not so. Each item here is an outline item, and considerable segments were written on each. Judo appears simple to do. Simply yield, apply leverage, complete the throw. In Carnegie and Kano, the trick is in the simplicity itself. The devil is in the details.

How many ways can you respond to a statement with which you disagree, without saying "You're wrong", and by being positive? Moreover, how many ways can you seem to be in accord, while actually providing opportunity for a kuzushi-like reply that creates potential for your point of view being accepted, or at least given serious consideration?

How many ways can you respond to a forceful judo approach that will give you a chance to gain advantage, without the other judoka realizing it until you've achieved your goal?

Carnegie did not create his program so that people could take unfair advantage of others. He taught people how to be well-liked and influential through honest, sensible means. We have personality "Gremlins" to overcome, as well as judo ones. Carnegie is all about mutual benefit and welfare.

Now, all that remains is to do never-ending Carnegie *uchi-komi*. Kano said it: "Never miss practice." Just think, much like *Ju-No-Kata*, one does not need a mat on which to practice Carnegie Judo.



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