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According to authors Melvin L. Silberman and Freda Hansburg in the book People Smart: Developing Your Interpersonal Intelligence, Understanding others has a great impact on the success of the communication and on the sender, as well as on the influences that it exerts on its interlocutor.

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People smart: developing your interpersonal intelligence By Melvin L Silberman and Freda Hansburg Topics: Other Subjects

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Being people smart person means having strong ability to influence others to action. According to the authors, you can be in a more in leading position to motivate others, if you develop yourself into a person who can better connect with others, understand their needs and link them to what you are offering to them.

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