

BOOK HOW TO WIN FRIENDS AND INFLUENCE%0A

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How to Win Friends and Influence People explains the fundamental techniques of handling people, ways to make folks like you, 12 tricks of persuasion, methods to change people without resentment and dozens of other tips for successful interpersonal relations.

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This book isn't necessary for winning friends and influencing people, but I can see how it can greatly help. Just make sure that you put your new tools to work and exercise them as stated! Just make sure that you put your new tools to work and exercise them as stated!

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Since its release in 1936, How to Win Friends and Influence People has sold millions of copies. Dale Carnegie's first book is a timeless bestseller, packed with rock-solid advice that has carried thousands of now famous people up the ladder of success in their business and personal lives.

[How to Win Friends and Influence People in the Digital Age ...](#)

The title is misleading, it's not what you may think, it's not about winning friends and influence people. It's all about being a better person, having much better interaction, both in life and online, and maybe win some friends and influence people.

[How to Win Friends and Influence People by Dale Carnegie](#)

His title, How to Win Friends and Influence People, was probably used to win and influence book sales rather than cleverly and accurately describe the content of his book. Simply, it is a misnomer. With chapters on considerate social intercourse and since

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How to Win Friends and Influence People is the first, and still the finest, book of its kind. One of the best-known motivational books in history, Dale Carnegie's groundbreaking work has sold millions of copies, has been

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How to Win Friends and Influence People is a self-help book written by Dale Carnegie, published in 1936. Over 15 million copies have been sold worldwide, making it one of the best-selling books of all time. In 2011, it was number 19 on Time Magazine 's list of the 100 most influential books.

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This grandfather of all people-skills books was first published in 1937. It was an overnight hit, eventually selling 15 million copies. How to Win Friends and Influence People is just as useful today as it was when it was first published, because Dale Carnegie had an understanding of human nature that will never be outdated. Financial success, Carnegie believed, is due 15 percent to [How to Win Friends and Influence People:](#)

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Since its initial publication, How to Win Friends and Influence People has sold a total of 15 million copies. The book continues to sell briskly today, but Carnegie never anticipated the ways in which the digital age would provide new tools and challenges for winning friends and influencing people.

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and ...

This book is not a self-help book for people who want to make friends. It is a book that reiterates the basic tenants of leadership in a work environment. Point being, don't let the kitsch title keep you from giving this book a chance, there is good information here.