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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as it was when it was first published, because Dale Carnegie had an understanding of human nature that will never be outdated.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

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How to Win Friends Influence People Dale Carnegie

Since the 1936 publication of his first book, How to Win Friends and Influence People, he has touched millions of readers and his classic works continue to impact lives to this day. Read more Excerpt. Reprinted by permission.

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Summary How to Win Friends Influence People HubSpot

Fortunately for us, all the same lessons were packaged into the now famous book, How to Win Friends and Influence People. But how do we find time to read and remember all 214 pages? Most of us don't.

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How to Win Friends and Influence People Amazon de Dale

The most famous confidence-boosting book ever published; with sales of over 16 million copies worldwide Millions of people around the world have improved their lives based on the teachings of Dale Carnegie.

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How to Win Friends and Influence People by Dale Carnegie

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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12 lessons from 'How to Win Friends Influence People

Berkshire Hathaway CEO Warren Buffett credits Dale Carnegie's teachings with transforming his life. Buffett studied Carnegie's book "How to Win Friends & Influence People" when he was 15.

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