

[HOW TO WIN FRIEND AND INFLUENCE](#)



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Dale Carnegie (1888-1955) described himself as a "simple country boy" from Missouri but was also a pioneer of the self-improvement genre. 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.

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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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6. Handle complaints, avoid arguments, keep your human contacts smooth and pleasant. 7. Become a better speaker, a more entertaining conversationalist.

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How to Win Friends and Influence People by Dale Carnegie

This book had a profound effect on me, however, of the negative variety. It did give me pointers on how to actually break out of my shell and "win friends" but in the long term, it did way more harm than good.

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How to Win Friends Influence People Dale Carnegie

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How to Win Friends and Influence People is a self-help book. Written by Dale Carnegie, the book was first published in 1936. It had the honor of being on The Time s list of 100 most influential Books.

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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. The book becomes another item on that backlog of to-dos we never seem to go to. That's why we summarized the entire book for you. In fact, here is a quick snapshot of all 30 principles.

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