



Summary of How to Win Friends and Influence People: in less than 30 minutes

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How to Win Friends and Influence People by Dale Carnegie | Book Summary

Dale Carnegie was a writer and lecturer who developed courses involving self-improvement, public speaking, and skills used for personal and business purposes. This book, How to Win Friends and Influence People, is just one of the many he is famous for and that people still use today. The principles in this book are not hard to follow. You don't have to be a successful business person, or the most admired one. In fact, this book will help you with such goals from being a better seller to being a better person. Anyone can take the points from this book and apply them in any situation. With personal examples and stories of others who have been fortunate in turning bad situations into good ones and winning people over, Carnegie has provided the ultimate guide to strengthening friendships and impacting those we deal with on a daily basis.

Here Is A Preview Of What You'll Learn...

- Fundamental Techniques in Handling People
- Six Ways to Make People Like You
- How to Win People to Your Way of Thinking
- Be a Leader: How to Change People Without Giving Offense or Arousing Resentment
- The Book at a Glance
- Conclusion
- Final Thoughts
- Now What?

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