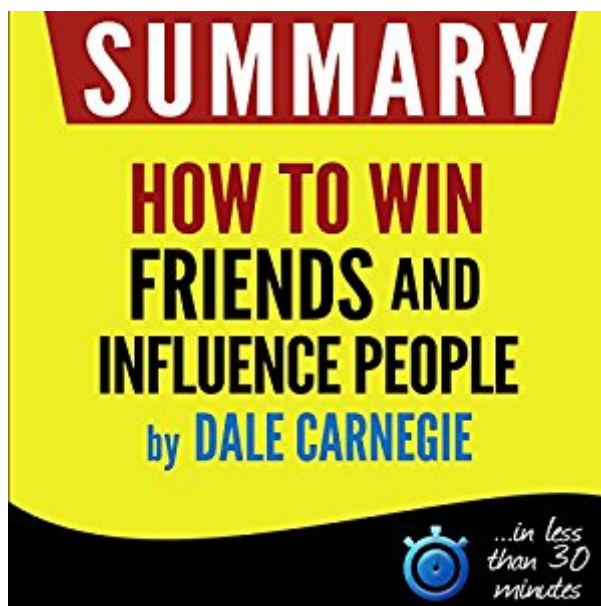


The book was found

# Summary Of "How To Win Friends And Influence People"



## Synopsis

Dale Carnegie was a writer and lecturer who developed courses involving self-improvement, public speaking, and skills used for personal and business purposes. This audiobook, "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 audiobook are not hard to follow. You don't have to be a successful business person, or the most admired one. In fact, this audiobook will help you with such goals from being a better seller to being a better person. Anyone can take the points from this audiobook 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 audiobook at a Glance, Conclusion, Final Thoughts, Now What?

## Book Information

Audible Audio Edition

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Professional > Professional #575 in Books > Business & Money > Skills > Communications

## Customer Reviews

I had the original paperback copy of this book, but lost it. I was about a hundred pages in when my purse was stolen last week, and was too frustrated to buy another copy. Chanced upon this on promotion and got it instead because it was free! This was a fantastic summary of the original. I initially got this title to improve my people skills, and the author's strategies were truly game-changing! I'd still recommend the full edition, but I'd say this isn't a

bad choice either for those who enjoy shorter reads.

I was looking to purchase the original book but when i found this summary i was very pleased. This book gave a comprehensive overview of the original book and was very informative, so informative that i am now confident in my decision to get the original version. The author basically goes through a brief synopsis of the topics discussed in the book touching on very important points. Highly recommended!

I've read the whole book of this when I was in college when one of our instructor recommended it to me. I appreciate that it has a summary so that other people who's busy and have not much time to read the entire book can still have the chance to get the gist and main thought from it. I think this is one of the best books I would definitely recommend to others since it would really help you how to relate with other people. Dale Carnegie's perspective on winning friends and influencing people is I think a good example for each person to follow. It is like putting yourself on other person's shoes so that you would really be able to understand and deal with that person positively. I believe that having a harmonious relationship with others is a very important factor if you want to be truly successful in life.

A very interesting book that will help you achieve your goals and becoming a better person. The tips in this book can be used by anyone in any given situation. Also, this book provides the reader with personal examples and stories of others, so that the reader can understand and use the information provided. An important tip in this book is that you can make more friends by being interested in them rather than making them interested in you. This book is a very good guide to strengthening friendships.

This book helped me deal with difficult people. I spend all day interacting with people who I need in my professional life to assist me to succeed. This book laid out practical principles for interacting with them. From techniques to handle people, methods to make people like you, how change someone's thinking, and steps toward being a subtle leader, empowers me in my interactions. If you deal with people during your day, you need this book. I loved it. It's my new BIBLE.

Being a people person is a must. In this day and age where everyone is glued to their gadgets and

forget to actually mingle with other people. This book outlines the key points in dealing successfully with strangers or potential business clients. Improve your personal impact and strengthen friendship. Use your new found knowledge to win people over to your way of thinking and awaken the leadership qualities you never thought you had.

This is one of the most profound books to understand others behaviors and in teaching you skills to communicate effectively with others. A lot of the information is quite basic, but the examples and the message is quite profound. It has certainly made me stop and reevaluate my responses with others in the past few weeks when needing to work through difficult professional and personal situations. I think this book is a must read.

Let's face it, we've all heard of this classic book, but no one actually has the time to sit down and read it. This summary is an excellent way to get the key factors from How to Win Friends and Influence People. Though it is not as detailed as the original (obviously) it does a great job of grabbing all the important facts from each chapter and wrapping them up in a nice little bow.

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