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# Summary Of How To Win Friends And Influence People By Dale Carnegie

SUMMARY

**HOW TO  
WIN FRIENDS  
& INFLUENCE  
PEOPLE**

Dale Carnegie

MILLIONAIRE MIND  
PUBLISHING



## Synopsis

Learn how to apply the main ideas and principles from How to Win Friends and Influence People in a quick, easy listen! Originally published in 1936, How to Win Friends and Influence People is one of the greatest self-help books of all time. Written by Dale Carnegie, the book contains the fundamental principles of social interactions and effective techniques of dealing with people. This summary highlights key ideas and captures important lessons found in the original book. It provides all the tips you'll ever need to build strong personal and professional relationships. Up to date real-world examples are included. If you've already read or heard the original, this summary will serve as a reminder of main ideas and key concepts. If you haven't, don't worry, this summary contains everything you need to know without having to use so much time to read or listen to the original book.

## Book Information

Audible Audio Edition

Listening Length: 51 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Millionaire Mind Publishing

Audible.com Release Date: March 22, 2017

Language: English

ASIN: B06XQ5KVC2

Best Sellers Rank: #19 in Books > Audible Audiobooks > Nonfiction > Study Aids #87 in Books > Self-Help > Communication & Social Skills #463 in Books > Audible Audiobooks > Health, Mind & Body > Self-Help

## Customer Reviews

I have to admit that people skills were never my strongpoint. While I had no problem making friends, my problem was handling problem people and taking a leadership role. I read the book "How to Win Friends and Influence People" many times. It made all the difference in human relations and I made the transition to a people person to the point where I can handle anybody and have developed strong leadership skills. The command that one should listen to others and let them talk about themselves is crucial to being liked. A "simple" idea like that one is one that actually works. I'm considering putting his nine rules for effective leadership on my wall so I can remember to generate enthusiasm in others and lead by example.

I'm a manager in a company and often see myself in some situations that are described in this book. It contains a lot of informative and helpful tips about how to deal with people, how to apply each principle. I learned how to get the best of an argument, without hurting the other person's pride and how to call attention to people's mistakes indirectly. This book has been helping me a lot in my workplace and outside.

This is a great work of the author . His summary about the book "How to win friends and Influence people " is very practical and concise . He's done it carefully as he included every important points in this summary .The Original Book contains the fundamental principles of social interactions and effective techniques of dealing with people, and this summary seeks to highlight key ideas and capture important lessons found in the original book .This is a good summary of the book "how to win friends influence people

I read Carnegie's original a long time ago. This is a terrific synopsis of all the ideas in the book.

I really did enjoy this book. The book pointed out everything that I thought I was doing correctly but now I know how to win friends and influence people. I never knew just by smiling you can affect so many people and avoiding arguments is the best win to win a argument.Overall of the book was great and I wish it had more content on it. Highly Recommend it !

Great seller! Will use again.

This seems to be a rewritten and reorganized version of the one I read 40 years ago. And it seems to be maybe more interested in genuine relationships (?) I want to spend more time reflecting on these issues and incorporating them. Maybe if I'd done that 40 years ago, life would be richer today.

There is many really good points in this book. I especially like the approach of asking the right questions so that both parties can come into agreement. This allows everyone to walk away feeling good. I've heard of this approach before and glad to be reconnected with this classic wisdom.

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Dale Carnegie's How to Win Friends and Influence People: An Executive Summary (Executive

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