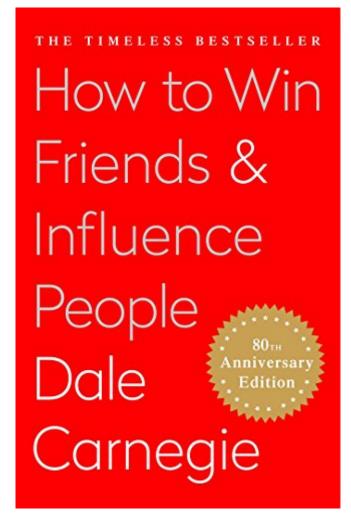
The book was found

How To Win Friends And Influence People





Synopsis

You can go after the job you want...and get it! You can take the job you have...and improve it! You can take any situation you're in...and make it work for you!Since its release in 1936, >has sold more than 15 million copies. Dale Carnegieâ [™]s first book is a timeless bestseller, packed with rock-solid advice that has carried thousands of now famous people up the ladder of success in their business and personal lives. As relevant as ever before, Dale Carnegieâ [™]s principles endure, and will help you achieve your maximum potential in the complex and competitive modern age. Learn the six ways to make people like you, the twelve ways to win people to your way of thinking, and the nine ways to change people without arousing resentment.

Book Information

File Size: 2431 KB Print Length: 324 pages Publisher: Simon & Schuster (August 24, 2010) Publication Date: August 24, 2010 Sold by: Â Digital Services LLC Language: English ASIN: B003WEAI4E Text-to-Speech: Not enabled X-Ray: Enabled Word Wise: Enabled Lending: Not Enabled Enhanced Typesetting: Enabled Best Sellers Rank: #1,261 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #1 in Kindle Store > Kindle eBooks > Health, Fitness & Dieting > Relationships > Mate Seeking #1 in Kindle Store > Kindle eBooks > Business & Money > Skills > Running Meetings & Presentations #1 in Kindle Store > Kindle eBooks > Business & Money > Skills > Communications

Customer Reviews

When I was 12 years old my best friend gave me a copy of this book and told me that I might find it interesting. He could not have been more right, for I delved deep into the book and I finished it in a matter of 2 weeks (to me it was a record to finish a book so quickly at that age!) I found the book to be very informative and entertaining at the same time. The author, Mr. Dale Carnegie, will not introduce a principle or a notion without supporting it with at least one real life story where the

principle introduced was proven effective. After that point I noticed a great, almost immediate, effect on my behavior as I was growing up. I noticed that I have become a very good negotiator with my parents and teachers, more popular at school, and I even began to understand people much better than I used to prior to reading the book. I grew up believing that this book was one of the greatest factors involved in shaping my character.Recently though, I noticed some growing criticism of the book and its teaching, and I thought that this would be a good time for me to refresh what I learned from the book and assess its quality based on the experience I've gained since the first time I read the book. So I bought the unabridged audiotapes of the book and listened to it whenever I was in the car.Mr. Carnegie said somewhere in the book that if one thing you learn from the book, which is the ability to understand the different views of other people in different situations, then that would be enough. And I agree wholeheartedly.My judgment is that this book will indeed teach you how to understand the motives and the different forces playing in the different people you meet.

His advice is so obvious and so easy, so how come it's so difficult to do yourself and so rarely found in others? Is it cynicism or manipulation? No, it's human nature: Do Unto Others ...THE FUNDAMENTALS? "Speak ill of no man and speak all the good you know of everyone."People react very badly to criticism; don't do it, not to their face nor behind their back ... especially not behind their back.? Say "Thank You". Express appreciation. People yearn, yearn to be appreciated.? Talk about what people want and help them get it."Arouse in others an eager want."Corollary: let others take credit for your ideas; they'll like your ideas a lot more if they believe them to be their own.WAYS TO MAKE PEOPLE LIKE YOU? Be happy to see people.Greet everyone you meet and show an interest in them. Remember the things that are important to them.? Smile!? Remembers peoples' names!!Remember it, use it when talking to them. A person's name sounds beautiful to them.? Draw people out. Encourage them to talk about themselves and their interests.? Actively research the other person's interests.? Every person you meet feels themselves superior to you in some way. Strain to find out what that is and recognize their importance. Talk to people about themselves and they will listen to you for hours.WIN PEOPLE TO YOUR WAY OF THINKING? Don't argue! Give in! Agree that the other person is right; often they are and if they aren't, you'll never convince them of it by arguing.? Don't ever tell a person they're wrong. They may be but telling them so is always counterproductive.

Download to continue reading...

Dealing With Difficult People: Get to Know the Different Types of Difficult People in the Workplace and Learn How to Deal With Them (How To Win People, How To Influence People) How to Win

Friends and Influence People in the Digital Age How to Win Friends and Influence People for Teen Girls How To Win Friends and Influence People Summary of How to Win Friends and Influence People by Dale Carnegie | Includes Analysis How to Win Friends and Influence People - by Dale Carnegie: Book Summary How To Win Friends And Influence People Deluxe 75th Anniversary Edition The Leader In You: How To Win Friends Influence People And Succeed In A Completely Changed World Leadership: Leader Skills For Communication, Influence People and Business Coaching (Leadership, Influence People, Leader, Business Skills) How to Win Friends & Influence People How to Win Friends & Influence People (Revised) Love Is the Killer App: How to Win Business and Influence Friends People Tactics: Become the Ultimate People Person - Strategies to Navigate Delicate Situations, Communicate Effectively, and Win Anyone Over (People Skills) Habit 4 Think Win-Win: The Habit of Mutual Benefit (7 Habits of Highly Effective People Signature) Impossible to Ignore: Creating Memorable Content to Influence Decisions: Creating Memorable Content to Influence Decisions Chatter: Small Talk, Charisma, and How to Talk to Anyone, The People Skills & Communication Skills You Need to Win Friends and Get Jobs Heads I Win, Tails I Win: Why Smart Investors Fail and How to Tilt the Odds in Your Favor Microsoft Win32 Developer's Reference Library - (Microsoft Developers Library Win 32 BASE SERVICES (Microsoft Win 32 -Base Services) Confessions of a Real Estate Entrepreneur: What It Takes to Win in High-Stakes Commercial Real Estate: What it Takes to Win in High-Stakes Commercial Real Estate The Miracle of America: The Influence of the Bible on the Founding History and Principles of the United States of America for a People of Ever

<u>Dmca</u>