How To Win Friends And Influence People - By Dale Carnegie: Book Summary

How To Win Friends & Influence People
DALE CARNEGIE

Download EBook
Synopsis

This grandfather of all people-skills books was first published in 1937. It was an overnight hit, eventually selling 15 million copies. How to Win Friends and Influence People is just as useful today as it was when it was first published, because Dale Carnegie had an understanding of human nature that will never be outdated. Financial success, Carnegie believed, is due 15 percent to professional knowledge and 85 percent to "the ability to express ideas, to assume leadership, and to arouse enthusiasm among people." He teaches these skills through underlying principles of dealing with people so that they feel important and appreciated. He also emphasizes fundamental techniques for handling people without making them feel manipulated. Carnegie says you can make someone want to do what you want them to by seeing the situation from the other person's point of view and "arousing in the other person an eager want." You learn how to make people like you, win people over to your way of thinking, and change people without causing offense or arousing resentment. For instance, "let the other person feel that the idea is his or hers," and "talk about your own mistakes before criticizing the other person." Carnegie illustrates his points with anecdotes of historical figures, leaders of the business world, and everyday folks.

Book Information

Audible Audio Edition
Listening Length: 32 minutes
Program Type: Audiobook
Version: Unabridged
Publisher: FLASHBOOKS, LLC
Audible.com Release Date: January 6, 2016
Language: English
ASIN: B01A76BCP8

Customer Reviews

Terrific book summary. If you are looking for a clearly stated summary of each chapter of the complete book this is the one to buy. Excellent.

Full of typos, and a mix of lengthy quotes and brief reiterations. Just when it starts getting
interesting, it turns into a pitch for the author.

ugh.. it's okay

Download to continue reading...

How to Win Friends and Influence People - by Dale Carnegie: Book Summary
Summary of How to Win Friends and Influence People by Dale Carnegie | Includes Analysis
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) Stand and Deliver: The Dale Carnegie Method to Public Speaking The Dale Carnegie Leadership Mastery Course: How To Challenge Yourself and Others To Greatness 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 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) Summary - StrengthsFinder 2.0: By Tom Rath - A Chapter by Chapter Summary (StrengthsFinder 2.0: Summary - Paperback, Audiobook, Audible, Book) 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 Dale Earnhardt Jr. (People in the News) Chatter: Small Talk, Charisma, and How to Talk to Anyone, The People Skills & Communication Skills You Need to Win Friends and Get Jobs

Dmca