



Dale Carnegie's How To Win Friends and Influence People Summary

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How to Win Friends and Influence People has proven to be one of the most popular books aimed at boosting people's confidence that has ever been sold. Released in 1937, over 16 million copies of the book have been sold worldwide. Millions have improved both their personal as well as professional lives by following what Dale Carnegie taught. The book describes the different principles that are aimed at teaching one to: Persuade people to follow ideas Help one gain new clients Help one make friends both easily as well as quickly Increase ones popularity in both your personal and professional circles Help boost colleagues' enthusiasm According to Dale Carnegie, personal relationships determine one's success. The way in which you are able to connect with others serves to determine how well you succeed in life. The book describes how one can maximize one's interacting with others so that you can create strong personal as well as professional relationships. The book aids one in achieving twelve points; principles that are a guide to both better personal and professional relationships. Why a Book Summary? A long book sporting more than 288 pages, How to Win Friends and Influence People may take a long time reading, time you may not have at hand. For this purpose, this eBook strives to fulfill the role as a summary. It gives the most important ideas as well as those that have the most impact, providing you with the core message without the added extras. Ant Hive Media reads every chapter, extracts the understanding and leaves you with a new perspective and time to spare. We do the work so you can understand the book in minutes, not hours. This Summary fills the gap, making you understand more while enhancing your reading experience.

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