



Summary: How to Win Friends and Influence People by Dale Carnegie (up-to-date real-world examples included)

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Learn how to apply the main ideas and principles from *How to Win Friends and Influence People* in a quick, easy read!

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 seeks to highlight key ideas and capture 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.

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