

How to Win Friends and Influence People

How to Win Friends and Influence People Paperback by Dale Carnegie (Author)

Amazon Review

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as it was when it was first published, because Dale Carnegie had an understanding of human nature that will never be outdated.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 emphasises 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 offence or arousing resentment. For instance: "Let the other person feel that the idea is his or hers" and "talk about your own mistakes before criticising the other person." Carnegie illustrates his points with anecdotes of historical figures, leaders of the business world and everyday folks. -- *Joan Price*

Review

"it changed my life" (*Warren Buffet*)

"The most successful self-help book of all time... Carnegie has never seemed more relevant" (*The Times*)

"It's helped me immeasurably in life. I think everyone should read it" (*Jenny Colgan, Independent on Sunday*)

"a no-nonsense guide to being a better person...an easy-to-read, practical guide" (*Spirit and Destiny*)

From the Publisher

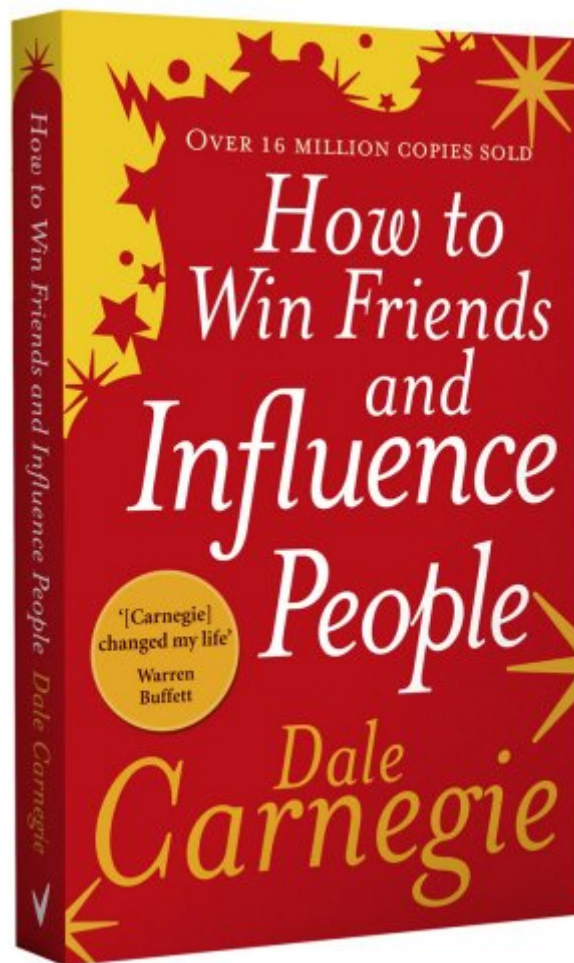
The most famous confidence-boosting book ever published; with sales of over 16 million copies worldwide

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- Published on: 2006-04-06
- Released on: 2006-04-06
- Original language: English
- Number of items: 1
- Dimensions: .80" h x 4.90" w x 7.70" l,
- Binding: Paperback
- 292 pages

Features

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How to Win Friends and Influence People por Dale Carnegie fue vendido por £6.29 cada copia.. Regístrese ahora para tener acceso a miles de libros disponibles para su descarga gratuita. El registro fue libre.



- Título del libro : How to Win Friends and Influence People
- ISBN: 0091906814
- Autor: Dale Carnegie

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How to Win Friends and Influence People

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How to Win Friends and Influence People

6. Handle complaints, avoid arguments, keep your human contacts smooth and pleasant. 7. Become a better speaker, a more entertaining conversationalist.