

How To Win Friends & Influence People

Getting Results the Agile Way

How To Win Friends & Influence People and How To Stop Worrying & Start Living

INTERNATIONAL BESTSELLER OVER 30 MILLION COPIES SOLD WORLDWIDE *How to Win Friends and Influence People* by bestselling author Dale Carnegie is one of the most groundbreaking self-help books of all time. This book has now sold over 30 million copies worldwide, helping and inspiring millions of readers along the way in achieving their true potential. According to Carnegie, the ability to communicate effectively is the key to success. In this book he shows how to hone your innate abilities to connect with other people and flourish, whether in personal relationships or in business. Carnegie's rock-solid and time-tested techniques will help you: • Win over people • Avoid making enemies • Handle complaints and avoid arguments • Keep your relationships smooth and pleasant • Become a good conversationalist • Increase your earning power And much more... Change the way you handle relationships and life's challenges. A timeless classic that will appeal to self-help, business and general readers alike! Dale Carnegie was a lecturer of public speaking at YMCA New York. He had also served in the US army during World War 1. He published his first book in 1936 and became a sought after self-help author and speaker. Some of his other works include *How to Stop Worrying and Start Living* and *The Art of Public Speaking*. "Everybody in the world is seeking happiness—and there is one sure way to find it. That is by controlling your thoughts. Happiness doesn't depend on outward conditions. It depends on inner conditions." —Dale Carnegie

Summary of *How to Win Friends and Influence People* Released in 1936, "How to Win Friends and Influence People" is a self-help mega classic and has sold more than 15 million copies. This Dale Carnegie book has proven to be a timeless best seller. As with most famous books, more people have heard of the book than read it! Though book was intended mainly as a companion book to Dale Carnegie's classes on how to be a good salesperson, it contains wisdom you can apply in a myriad of real life situations. Divided into four sections, the book is packed with rock-solid advice and has helped thousands, perhaps even millions of people climb up the ladder of success in their business and personal lives. The purpose of this book is NOT to replace the need to read Dale Carnegie's book. Reading Dale's book *How to Win Friends and Influence People* is highly recommended. The purpose of this book is to help you get a quick understanding of the book... without you having to scroll through 200+ page of Dale's book. However, this book is only a good starting point. Dale's book has many stories described in detail that will help you see real world applications of the principles, which is good if you want to get good at dealing with people. Think of it as martial art. You can go on YouTube, get a martial art tutorial, watch ten minutes and learn a few moves. Would knowing a few good moves make you a good fighter? No, it will only make you a slightly better fighter. If you want to be a good fighter, you need to invest the time to learn, and apply. The same happens when you want to get good at dealing with people, it is necessary to invest considerable time and effort. This book is where you can begin, but not where you should stop. Enjoy the rest of this book. Here is a Preview of What You Will Get: - A Full Book Summary - An Analysis - Fun quizzes - Quiz Answers - Etc Get a copy of this summary and learn about the book.

In the present book, *How to Win Friends and Influence People*, Dale Carnegie says, "You can make someone want to do what you want them to do 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." This book is all about building relationships. With good relationships, personal and business successes are easy and swift to achieve.

Work the Room. Leverage Social Media. Develop Powerful Connections

Basic Rules for how to Make a Good First Impression By Dale Carnegie

Rewire

How to Win Friends and Influence People in the Digital Age

by Dale Carnegie - A Comprehensive Summary