

# How to Win Friends & Influence People

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Millions of people around the world have - and continue to - improve their lives based on the teachings of Dale Carnegie. In "How to Win Friends and Influence People", Carnegie offers practical advice and techniques, in his exuberant and conversational style, for how to get out of a mental rut and make life more rewarding. His advice has stood the test of time and will teach you how to: make friends quickly and easily; increase your popularity; win people to your way of thinking; enable you to win new clients and customers; become a better speaker and a more entertaining conversationalist; and, arouse enthusiasm among your colleagues. This book will turn around your relationships and improve your dealings with all the people in your life.

#### Other Books

How to Win Friends and Influence People (Premium Edition), Dale Carnegie's self-help bestseller, How to Win Friends and Influence People, was published in 1936. The book outlines several ways to become a likeable person, manage your relationships better, make a great impression to win over others and even make them change their behaviour for you. At the core, Dale Carnegie's idea is that other people's behaviour can be changed by modifying your own. The book is amongst the best-selling of all time, with millions of copies sold worldwide.

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