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How to Win Friends and Influence People is a self-help book written by Dale Carnegie, published in 1936. Over 15 million copies have been sold worldwide, making it one of the best-selling books of all time. In 2011, it was number 19 on Time Magazine 's list of the 100 most influential books.

[How to Win Friends and Influence People: Dale Carnegie ...](#)

Dale Carnegie (1888–1955) described himself as a "simple country boy" from Missouri but was also a pioneer of the self-improvement genre. Since the 1936 publication of his first book, How to Win Friends and Influence People, he has touched millions of readers and his classic works continue to impact lives to this day.

[How To Win Friends And Influence People, Book by Dale ...](#)

How to Win Friends and Influence People explains the fundamental techniques of handling people, ways to make folks like you, 12 tricks of persuasion, methods to change people without resentment and dozens of other tips for successful interpersonal relations.

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Free download or read online How to Win Friends and Influence People pdf (ePUB) book. The first edition of this novel was published in October 1936, and was written by Dale Carnegie. The book was published in multiple languages including English language, consists of 288 pages and is available in Paperback format.

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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as it was when it was first published, because Dale Carnegie had an understanding of human nature that will never be outdated.

[How to Win Friends and Influence People: 12 Steps \(with ...](#)

Winning friends and influencing people is more than just the subject of a successful self-help book. It's a goal most

of us share, and one that takes patience, practice, and strength of character to attain.

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How to Win Friends & Influence People was the first book published by Dale Carnegie. It sold rapidly and soon became one of the best selling books of all time having more than 15 million sales. The book has seven major parts on how to make friends and influence other people.

[How to Win Friends and Influence People Quotes by Dale ...](#)

It isn't what you have or who you are or where you are or what you are doing that makes you happy or unhappy. It is what you think about it. Dale Carnegie, How to Win Friends and Influence People