## How To Win Friends And Influence People Mp3 Audio Book Dale Carnegie With Bonus

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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as it was when it was first published, because Dale Carnegie had an understanding of human nature that will never be outdated.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 emphasizes 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 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." Carnegie illustrates his points with anecdotes of historical figures, leaders of the business world, and everyday folks. -- Joan Price You can go after the job you want...and get it! You can take the job you have...and improve it! You can take any situation you're in...and make it work for you! For over 50 years the rock-solid, time-tested advice in this book has carried thousands of now famous people up the ladder of success in their business and personal lives. Now this phenomenal book has been revised and updated to help readers achieve their maximum potential in the complex and competitive 90s! Learn: The six ways to make people like you The twelve ways to win people to your way of thinking The nine ways to change people without arousing resentment Table of Contents Eight Things This Book Will Help You Achieve Preface to Revised Edition How This Book Was Written-And Why Nine Suggestions on How to Get the Most Out of This Book A Shortcut to Distinction Part 1 - Fundamental Techniques In Handling People 1 - "If You Want to Gather Honey, Don't Kick Over the Beehive" 2 - The Big Secret of Dealing with People 3 - "He Who Can Do This Has the Whole World with Him. He Who Cannot, Walks a Lonely Way" Eight Suggestions On How To Get The Most Out Of This Book Part 2 - Six Ways To Make People Like You 1 - Do This and You'll Be Welcome Anywhere 2 -A Simple Way to Make a Good Impression 3 - If You Don't Do This, You Are Headed for Trouble 4 - An Easy Way to Become a Good Conversationalist 5 - How to Interest People 6 - How To Make People Like You Instantly In A Nutshell Part 3 - Twelve Ways To Win People To Your Way Of Thinking 1 - You Can't Win an Argument 2 - A Sure Way of Making Enemies and How to Avoid It 3 - If You're Wrong, Admit It 4 -

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