

Audiobook + Ebook How To Win Friends And Influence People !

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time-tested advice in this audiobook has carried thousands of now-famous people up the ladder of success in their business and personal lives. With this truly phenomenal audiobook, 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 And much, much more! 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as it was when it was first published, because Dale Carnegie had an understanding of human nature that will never be outdated.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 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

From an era when 'self-help' books had genuine depth, Dale Carnegie's "How to Win Friends and Influence People" has influenced the world. No book in the self-help category matters more than this one. Learning to relate to people in the ways Carnegie instructs will help you personally as well as professionally. This book is a classic because Carnegie teaches timeless truths in timeless ways.

Eight Things This Book Will Help You Achieve

1. Get out of a mental rut, think new thoughts, acquire new visions, discover new ambitions.
2. Make friends quickly and easily.
3. Increase your popularity.
4. Win people to your way of thinking.
5. Increase your influence, your prestige, your ability to get things done.
6. Handle complaints, avoid arguments, keep your human contacts smooth and pleasant.
7. Become a better speaker, a more entertaining conversationalist.
8. Arouse enthusiasm among your

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