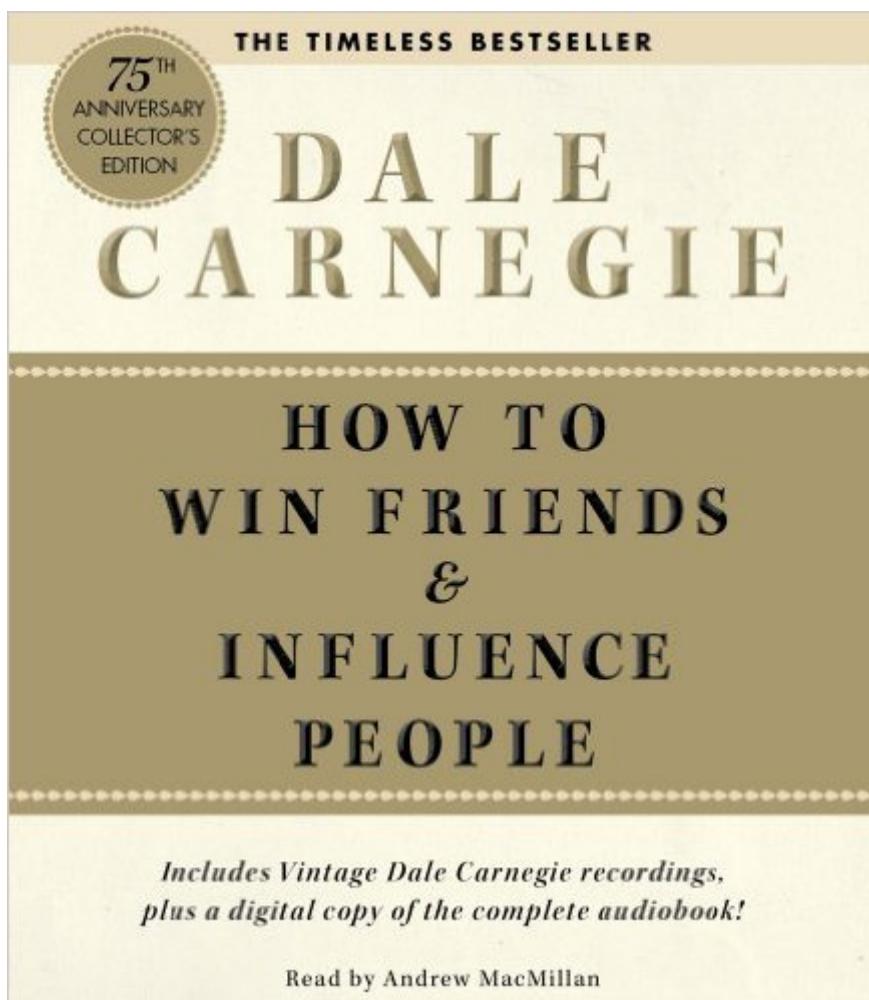


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# How To Win Friends And Influence People Deluxe 75th Anniversary Edition



## Synopsis

The seventy-fifth edition of the self-help classic with vintage Dale Carnegie recordings and a bonus digital copy of the complete audiobook! YOU CAN GO AFTER THE JOB YOU WANTâ |AND GET IT! YOU CAN TAKE THE JOB YOU HAVEâ |AND IMPROVE IT! YOU CAN TAKE ANY SITUATION YOUâ ™RE INâ |AND MAKE IT WORK FOR YOU! For 75 years, the rock-solid, time-tested advice in Dale Carnegieâ ™s How to Win Friends and Influence People has carried thousands of now-famous people up the ladder of success in their business and personal lives. With this truly phenomenal audio, youâ ™ll 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! Plus, to celebrate the 75th anniversary of this landmark book, this audio collectorâ ™s edition also includes an iPod-ready mp3 copy of the complete audiobook, plus vintage recordings of Dale Carnegie sharing his timeless wisdom in his own voice! THERE IS ROOM AT THE TOP, WHEN YOU KNOWâ |HOW TO WIN FRIENDS AND INFLUENCE PEOPLE

## Book Information

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Average Customer Review: 4.7 out of 5 starsÂ | See all reviewsÂ (5,052 customer reviews)

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## Customer Reviews

When I was 12 years old my best friend gave me a copy of this book and told me that I might find it interesting. He could not have been more right, for I delved deep into the book and I finished it in a matter of 2 weeks (to me it was a record to finish a book so quickly at that age!) I found the book to be very informative and entertaining at the same time. The author, Mr. Dale Carnegie, will not introduce a principle or a notion without supporting it with at least one real life story where the principle introduced was proven effective. After that point I noticed a great, almost immediate, effect

on my behavior as I was growing up. I noticed that I have become a very good negotiator with my parents and teachers, more popular at school, and I even began to understand people much better than I used to prior to reading the book. I grew up believing that this book was one of the greatest factors involved in shaping my character. Recently though, I noticed some growing criticism of the book and its teaching, and I thought that this would be a good time for me to refresh what I learned from the book and assess its quality based on the experience I've gained since the first time I read the book. So I bought the unabridged audiotapes of the book and listened to it whenever I was in the car. Mr. Carnegie said somewhere in the book that if one thing you learn from the book, which is the ability to understand the different views of other people in different situations, then that would be enough. And I agree wholeheartedly. My judgment is that this book will indeed teach you how to understand the motives and the different forces playing in the different people you meet.

His advice is so obvious and so easy, so how come it's so difficult to do yourself and so rarely found in others? Is it cynicism or manipulation? No, it's human nature: Do Unto Others ... THE FUNDAMENTALS? "Speak ill of no man and speak all the good you know of everyone." People react very badly to criticism; don't do it, not to their face nor behind their back ... especially not behind their back.? Say "Thank You". Express appreciation. People yearn, yearn to be appreciated.? Talk about what people want and help them get it."Arouse in others an eager want." Corollary: let others take credit for your ideas; they'll like your ideas a lot more if they believe them to be their own. WAYS TO MAKE PEOPLE LIKE YOU? Be happy to see people. Greet everyone you meet and show an interest in them. Remember the things that are important to them.? Smile!? Remembers peoples' names!! Remember it, use it when talking to them. A person's name sounds beautiful to them.? Draw people out. Encourage them to talk about themselves and their interests.? Actively research the other person's interests.? Every person you meet feels themselves superior to you in some way. Strain to find out what that is and recognize their importance. Talk to people about themselves and they will listen to you for hours. WIN PEOPLE TO YOUR WAY OF THINKING? Don't argue! Give in! Agree that the other person is right; often they are and if they aren't, you'll never convince them of it by arguing.? Don't ever tell a person they're wrong. They may be but telling them so is always counterproductive.

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