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# Summary Of How To Win Friends And Influence People By Dale Carnegie | Includes Analysis



## Synopsis

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Preview: How to Win Friends and Influence People by Dale Carnegie is a classic self-help book. It instructs listeners on ways to improve their standing with others and convince others to do things using strategic courtesy, conversational techniques, and proven methods of motivation. There are three fundamental techniques to improve your ability to manage others. The first is to avoid any kind of criticism, complaint, or other type of negative tactic. Negativity only puts people on the defensive. The second technique is to frequently give earnest appreciation and praise. The third is to find a way to encourage others to want what you want. These fundamental techniques apply to the various principles for encouraging agreement and leading effectively. The best ways to be liked are to become interested in others first, smile, and refer to others by name. People who are good at winning friends are good listeners and learn to talk. PLEASE NOTE: This is key takeaways and analysis of the book and not the original book. In this Instaread summary of How to Win Friends and Influence People: Overview of the book Important people Key takeaways Analysis of key takeaways About the Author With Instaread, you can get the key takeaways, summary, and analysis of a book in 15 minutes. We read every chapter, identify the key takeaways, and analyze them for your convenience.

## Book Information

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## Customer Reviews

When I was a kid, I can still remember my dad telling me the secret of getting people to like me. He said that in conversations, I needed to get the focus onto the other person. Just get them talking

about themselves and what they love. He said one of his good friends was a master at this. Sure enough at the next social gathering, I found myself talking to this person and after about half of an hour, I realized I had been telling him all about my love of basketball. My dad had been right. Later I found out my dad was a student of Dale Carnegie. In my humble opinion every man woman and child should be required to read this book. Oh, if only the world tried to have relationships based off of these principles. What a happy place we would all live in. Many people would say they do not have the time or desire to sit down and read an old non-fiction book. I would definitely invite them to try the Instaread version at the very least. It is short and to the point. It does a great job of summarizing the main points of the book without all of the fluff. This one is a classic, ladies and gentlemen and a must read!

Summary of How to Win Friends and Influence People by Dale Carnegie by Instaread is a comprehensive analysis of the revision of Carnegie's classic self-help book on improving one's standing with others and convincing them to do things through positive methods. Carnegie's book has been a mainstay for many business people for many decades, and the advice he gives on the importance of putting others first and use of positive reinforcement are just as pertinent today as they were when he first wrote them. The market is filled to overflowing with self-help books, so busy readers benefit from anything that helps separate the wheat from the chaff. Instaread's brief summaries are just such a tool. They're inexpensive and can be read in about 15 minutes. It's like having your own pint-sized NYT reviewer at your fingertips. I received a complimentary copy of this book in exchange for my unbiased review.

"How to Win Friends and Influence People" by Dale Carnegie is a classic self-help book. It instructs readers on ways to improve their standing with others and convince others to do things using strategic courtesy, conversational techniques, and proven methods of motivation. This Instaread review boils down Carnegie's classic into 9 key takeaways, or the highlights. These short chapters form the backbone of this summary, and are the most powerful elements of "How to Win Friends and Influence People." Instaread makes learning influence easy with this short, easy read. I highly recommend. I was given a copy of this book to review.

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