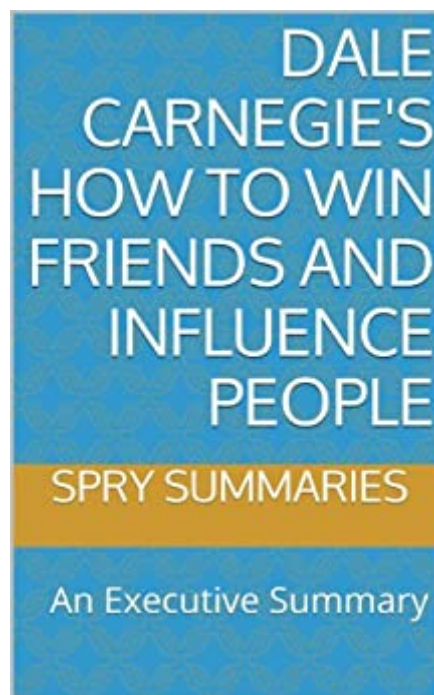




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# Dale Carnegie's How To Win Friends And Influence People: An Executive Summary (Executive Summaries By Spry Summaries Book 1)



## Synopsis

Dale Carnegie's "How to Win Friends and Influence People" is widely known to have created the self-help genre, and though the examples in the full text are understandably dated now, considering the text was written in 1935, the advice given holds up remarkably well. This 2500 word executive summary by Spry Summaries distills the essential information from the seminal work into a compact form for easy and frequent reference. Keep the lessons of Carnegie's important book handy at all times!

## Book Information

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in Books > Business & Money > Business Culture > Etiquette

## Customer Reviews

This a very helpful summary of the main points of the original material. It's outlined for quick reference for future review as needed. Very helpful!

It has been 20 years since I read Dale Carnegie's book. I was looking for a positive self improvement to start out the new year and this summary delivered. Timeless tips I plan to reread the beginning of each month this year. This would be great for a refresher for those who have read

the book...and a revelation for those who have not.

I continue to recommend Dale Carnegie's "How to Win Friends & Influence People" to my therapy clients and friends today. His principles, style of writing, format and content of the chapters are the best. For Anyone who's interested in making new friends, building better relationships at work or home, or making a positive difference in the world, THIS is the book to read and apply. One day I decided to follow ALL of Dale Carnegie's recommendations in just ONE chapter. The results were astounding! Everyone I interacted with that day brightened up, gave me better service, looked happier at my genuine interest in them. Plus, when I returned to my office, I noticed how HAPPY I felt! So, yes, I read this book, or individual chapters, often. Treat yourself to it!

I found it must helpful. It is full of good common sense , when you stop and think about, it and if took apply it I'm sure it will work.

The full book is a huge success tool for all managers. This is a great tool to continue to review the principals on a regular basis

Awesome learning summary experience!! I Enjoyed the quick; to the point read! And would recommend it 100%. Knowledge is power!

These gems are never out of style. Basic engagement building blocks we take for granted. A good read I regularly revisit.

Loves this book. Reading it helped me a lot in my life.

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Course The Art of Persuasion for Mutual Benefit: The Win-Win Persuasion (persuasion techniques, influence people, psychology of persuasion) Summary - Creativity, Inc.: By Ed Catmull - Overcoming the Unseen Forces That Stand in the Way of True Inspiration (Creativity, Inc: A Complete Summary ... Book, Paperback, Hardcover, Summary Book 1) SUMMARY: The 48 Laws of Power: by Robert Greene | The MW Summary Guide (Self Help, Personal Development, Summaries) Summary of Pre-suasion: A Revolutionary Way to Influence and Persuade by Robert Cialdini PhD: Book Summary Includes Analysis How to Win Friends and Influence People in the Digital Age How To Win Friends and Influence People How To Win Friends And Influence People Deluxe 75th Anniversary Edition CÃfÂ mo Ganar Amigos e Influir Sobre las Personas [How to Win Friends and Influence People] How to Win Friends and Influence People for Teen Girls How to Win Friends & Influence People How to Win Friends & Influence People (Revised) Dale Groom's Texas Gardener's Guide (Dale Groom's Texas Gardening Guide) Manipulation: Proven Manipulation Techniques To Influence People With NLP, Mind Control and Persuasion! ( Persuasion, Mind Control, Influence People) Summary - Circling the Sun: By Paula McLain - A Detailed Summary (Circling The Sun: A Detailed Summary---Paperback, Ebook, Novel, Audiobook, Audible, Hardcover)

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