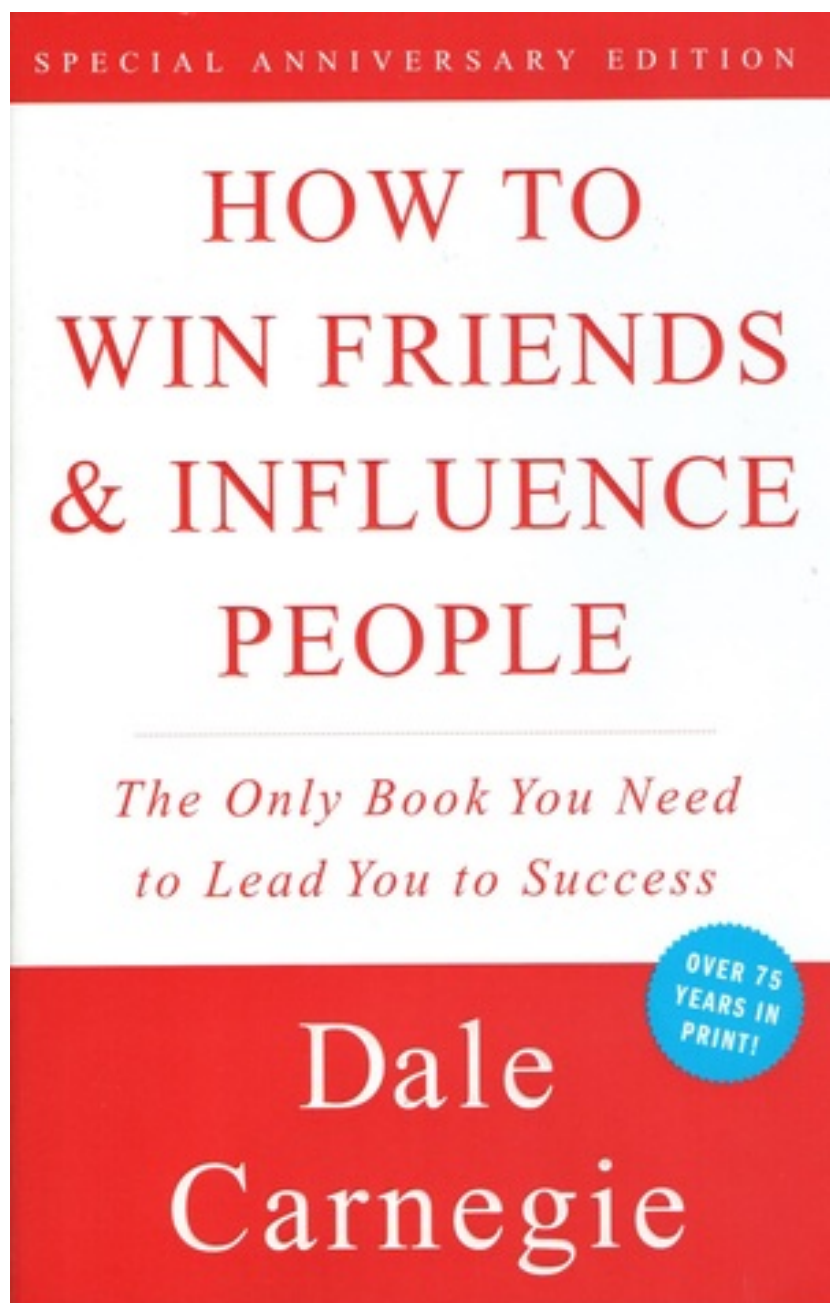


How to Win Friends and Influence People Book PDF Download



**By:
Dale Carnegie**

DOWNLOAD HOW TO WIN FRIENDS AND INFLUENCE PEOPLE BOOK PDF - BY: DALE CARNEGIE

[Download: How to Win Friends and Influence People Book PDF Full Version](#)

How to Win Friends and Influence People Book PDF Summary -

Are you looking for Ebook How to Win Friends and Influence People by Dale Carnegie? You will be glad to know that "How to Win Friends and Influence People" Book PDF is available on our online library. With our online resources, you can find Applied Numerical Methods, All Books by **Dale Carnegie** or just about any type of ebooks, for any type of product.

We suggest you to search our broad selection of eBook in which distribute from numerous subject as well as topics accessible. If you are a college student, you can find huge number of textbook, paper, report, etc. Intended for product end-users, you may surf for a whole product manual as well as handbook and download them for free.

Our library is the biggest of these that have literally hundreds of thousands of different products represented. You will also see that there are specific sites catered to different product types or categories, such as

[Download: How to Win Friends and Influence People Book PDF Full Version](#)

YOU MAY ALSO LIKE TO READ BOOKS LISTED BELOW:

What people Say:

Brent

This is an incredible book. I've heard people mention it for years and years and thought the idea of it was so stupid. The way some people talked about it made it seem like it was a book for scoundrels or for socially awkward people. I didn't want to be either, so I didn't want to read it. Finally, a great friend of mine recommended it to me and I started reading it. This is a book for people. It's not about being evil or admitting you're nerdy; it's about how to get along with people. Anyone wh

This is an incredible book. I've heard people mention it for years and years and thought the idea of it was so stupid. The way some people talked about it made it seem like it was a book for scoundrels or for socially awkward people. I didn't want to be either, so I didn't want to read it. Finally, a great friend of mine recommended it to me and I started reading it. This is a book for people. It's not about being evil or admitting you're nerdy; it's about how to get along with people. Anyone who ever has problems getting along with people should read this book. I know I do, but this book has completely changed my perspective. This really comes close to a life changing book.

The main point of this book is that if you want to have friends and be successful, you should be nice not mean. It sounds so obvious and I thought I was doing it, but now I realize all the mean things that I've done and still do to people when I don't get along with them. As I've read this book (and I'll work hard to do this from now on) I've tried to think more about the other person's perspective when I disagree with them and it helps so much. I've already noticed a change in the way I interact with people. This is a great book. I highly recommend it to anyone who wants to get along with other people. It's a very humbling yet empowering book.

Caroline

This book had a profound effect on me, however, of the negative variety. It did give me pointers on how to actually break out of my shell and "win friends" but in the long term, it did way more harm than good. Not the book per se, but my choice to follow the advice given there. The book basically tells you to be agreeable to everybody, find something to honestly like about them and compliment them on it, talk about their interests only and, practically, act like a people pleaser all the time.

It

This book had a profound effect on me, however, of the negative variety. It did give me pointers on how to actually break out of my shell and "win friends" but in the long term, it did way more harm than good. Not the book per se, but my choice to follow the advice given there. The book basically tells you to be agreeable to everybody, find something to honestly like about them and compliment them on it, talk about their interests only and, practically, act like a people pleaser all the time.

It might sound like a harmless, or even attractive idea in theory, but choosing to apply it in your every day life can lead to dangerous results. Case in point: after being a smiley happy person with loads of friends for about a year, the unpleasant realization began to creep in, that by being so agreeable to everybody else, I rarely ever got my way. I also sustained friendships with people who were self-centered, so talking about their interests was all we got to do together, which drained me of my energy. The worst thing still, is that by trying to find something to like about every person, I completely disregarded their glaring faults. It didn't matter that those people did have redeeming qualities - they weren't redeeming enough! I ended up with a bunch of friends I didn't really want and, because I was so preoccupied with "winning" those friendships I missed out on the chance to form relationships with good people.

I suppose, for somebody who is a better judge of character, the principles outlined in this book *could* be of some value. But that's really just me trying to find something positive (using the "principles") in a book that I am still trying to UNlearn.

If you want to win friends, you have to do it the hard way, by being yourself and risking rejection (and daring to do some rejection of your own, as well). And if you want to influence people the only fair way to do it is through honesty. All the rest is manipulation and pretending. Do not read this book, you'll only learn how to manipulate yourself & others. Do not read it out of fear of rejection & low self-esteem, there are better ways to gain some courage in approaching people. This will harm you in the long run.

Thank you for reading this review.

Jacob Collier

This book definitely change your perception towards people around & also it teaches you a lot how you see & judge other. I'm not going to tell you any "Granny Story" here about book, you yourself read & come to know about it why I give it 5 star. I bought this book at special price from here:

Ivan

Three things about this book surprised me and I liked it a lot more than I thought I would.

One - it seemed pretty much timeless. Not much anachronism here, because language still serves the same purposes as ever, and people still want basically the same things they've always wanted. I liked the examples taken from Abe Lincoln, etc.

Two - the techniques described in the book aren't duplicitous. We all try to do what the title says, just like everyone else, whether we're admitting it to ourselves

Three things about this book surprised me and I liked it a lot more than I thought I would.

One - it seemed pretty much timeless. Not much anachronism here, because language still serves the same purposes as ever, and people still want basically the same things they've always wanted. I liked the examples taken from Abe Lincoln, etc.

Two - the techniques described in the book aren't duplicitous. We all try to do what the title says, just like everyone else, whether we're admitting it to ourselves or not. Readers are repeatedly encouraged to develop genuine interest in others, be honest and ethical, and obey the golden rule.

Three - I enjoyed it (read twice back to back) and it felt easy and natural to apply some of the ideas in my life. Shortly after reading this book, I was a little bit better at communicating and a little bit happier about my interactions with others in general.

Conrad

Dale, saying people's names often when you're talking to them, Dale, doesn't make you popular, Dale, it makes you sound like a patronizing creep.

This book is probably really handy when you're trying to befriend kindergarteners, not as much adults. It's also aimed at salespeople and not regular humans.