

# How To Win Friends and Influence People

- by Dale Carnegie

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“Looking at the other person’s point of view and arousing in him an eager want for something is not to be construed as manipulating that person so that he will do something that is only for your benefit and his detriment. ”

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PRINCIPLE 1 Don't criticize, condemn or complain. PRINCIPLE 2 Give honest and sincere appreciation. PRINCIPLE 3 Arouse in the other person an eager want. ”

“You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you. ”

““It is the individual who is not interested in his fellow men who has the greatest difficulties in life and provides the greatest injury to others. It is from among such individuals that all human failures spring. ”

“one can win the attention and time and cooperation of even the most sought-after people by becoming genuinely interested in them. ”

“If we want to make friends, let's greet people with animation and enthusiasm. ”

““We are interested in others when they are interested in us.” ”

“PRINCIPLE 1 Become genuinely interested in other people. ”

““People who smile,” he said, “tend to manage, teach and sell more effectively, and to raise happier children. There's far more information in a smile than a frown. That's why encouragement is a much more effective teaching device than punishment. ”

“You must have a good time meeting people if you expect them to have a good time meeting you. ”

“You don't feel like smiling? Then what? Two things. First, force yourself to smile. If you are alone, force yourself to whistle or hum a tune or sing. Act as if you were already happy, and that will tend to make you happy. ”

““There is nothing either good or bad,” said Shakespeare, “but thinking makes it so.” ”

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“Whenever you go out-of-doors, draw the chin in, carry the crown of the head high, and fill the lungs to the utmost; drink in the sunshine; greet your friends with a smile, and put soul into every handclasp. ”

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