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How to Win Friends and Influence People is a self-help book written by Dale Carnegie, published in 1936. Over 15 million copies have been sold worldwide, making it one of the best-selling books of all time. In 2011, it was number 19 on Time Magazine's list of the 100 most influential books.. In 1934, Leon Shimkin of the publishing firm Simon & Schuster took one of Carnegie's 14-week courses

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Dale Carnegie (1888-1955) described himself as a "simple country boy" from Missouri but was also a pioneer of the self-improvement genre. Since the 1936 publication of his first book, How to Win Friends and Influence People, he has touched millions of readers and his classic works continue to impact

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Summary How to Win Friends Influence People HubSpot

The most successful leaders all have one thing in common: They've read How to Win Friends and Influence People.. As a salesman at one point in his life, author Dale Carnegie made his sales territory the national leader for the firm he worked for.

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Lessons from Dale Carnegie's 'How to Win Friends

Berkshire Hathaway CEO Warren Buffett credits Dale Carnegie's teachings with transforming his life. Buffett studied Carnegie's book "How to Win Friends & Influence People" when he was 15.

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How to Win Friends and Influence People Dale Carnegie

Since its initial publication eighty years ago, How to Win Friends & Influence People has sold over fifteen million copies worldwide. In his book, Carnegie explains that success comes from the ability to communicate effectively with others.

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How to Win Friends and Influence People

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How to Win Friends and Influence People The Best Summary

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