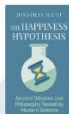


How to Win Friends & Influence People

Dale Carnegie



Basic rules for how to make a good first



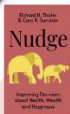
The Happiness Hypothesis

Jonathan Haidt



Putting Ancient Wisdom and Philosophy to the Test of Modern Science

6 Top books recommended by Lara Acosta



Nudge

Richard H. Thaler and Cass R. Sunstein



Improving Decisions about Health, Wealth and Happiness

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Steal Like an Artist

Austin Kleon



10 Things Nobody Told You About Being Creative

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that helped her hit \$100k/mo < 2 years



The Compound Effect

Darren Hardy



Jumpstart Your Income, Your Life, Your Success

ara Acosta via <https://youtu.be/kNMIvVCc6es?si=SEgQkbvGZX4oLicc>"



Influence

Robert B. Cialdini



The Psychology of Persuasion

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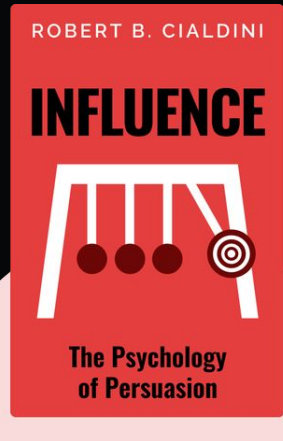


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Influence

by Robert B. Cialdini

Influence (1984) explains in detail the fundamental principles of persuasion. How do you get people to say yes? How do other people get you to say yes? How are you manipulated by sleek salesmen, clever marketing folks and sneaky confidence tricksters? These blinks will help you understand the psychology behind their techniques, enabling you to unleash your own persuasive powers, while also defending against their tactics of manipulation.



[Key insights](#)

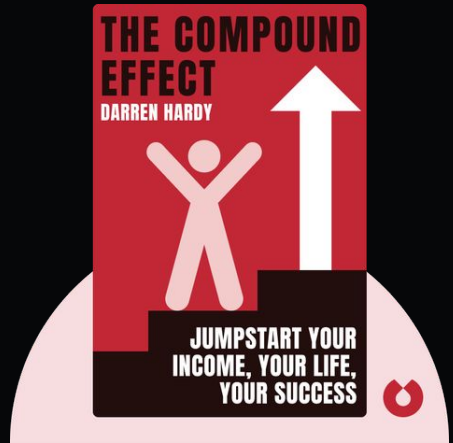


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The Compound Effect

by Darren Hardy

The Compound Effect shows us how to make lasting changes by paying attention to the smallest decisions we make – and their cumulative effect on us. It's about the slow burn, not the big gesture. Author Darren Hardy teaches us that by accepting responsibility for our own lives, we can change our habits and carve out a life that is more successful, fulfilling and happy.



[Key insights](#)

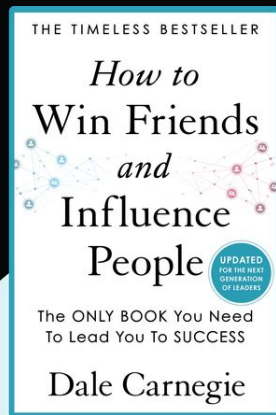


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How to Win Friends & Influence People

by Dale Carnegie

How to Win Friends & Influence People (1936) provides a masterclass in managing and dealing with people. From making a good first impression to disagreeing effectively, it contains all you need to know about becoming skillful, pleasant, and assured in your personal and business dealings.



[Key insights](#)



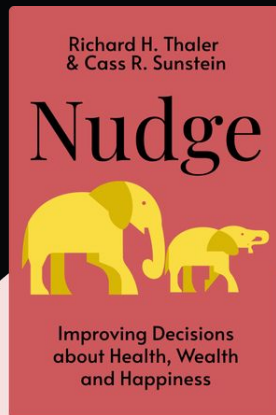
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Nudge

by Richard H. Thaler and Cass R. Sunstein

The message of Nudge is to show us how we can be encouraged, with just a slight nudge or two, to make better decisions. The book starts by explaining the reasons for wrong decisions we make in everyday life.



[Key insights](#)



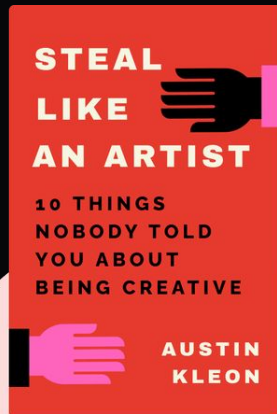
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Steal Like an Artist

by Austin Kleon

Steal Like an Artist (2012) will help you unlock the secret to creating great art: theft. No artist creates their work in a vacuum: all art is influenced by the art that came before it. Steal Like an Artist teaches you how to “steal” from the work of your heroes, and use it to create something new and unique. It also provides important advice on using the internet to launch your career, so others can enjoy your creativity!



[Key insights](#)



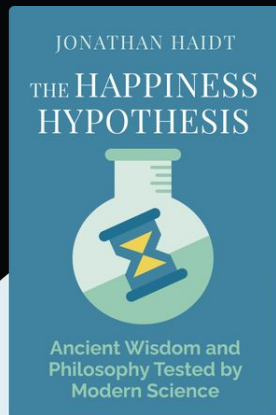
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The Happiness Hypothesis

by Jonathan Haidt

In The Happiness Hypothesis, Jonathan Haidt examines the ideas of famous ancient thinkers in light of modern knowledge and uses scientific findings to answer the question, "What makes a person happy?" The book will provide you with a better understanding of human social behavior and enable you to increase your own happiness.



[Key insights](#)



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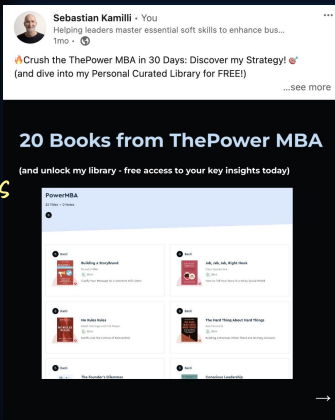
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