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According to Carnegie, it s impossible to win an argument. If we lose the argument, we lose; if we win the argument, we have made the other person feel inferior, hurt his pride, and made him resent us. In other words, we still lose.

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How to Win Friends and Influence People The Best Summary

Win people to your way of thinking. The only way to get the best of an argument is to avoid it. Show respect for the other person s opinions. Never say, You re wrong. If you are wrong, admit it quickly and emphatically. Begin in a friendly way. Get the other person saying yes, yes immediately.

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