



How to Win Friends & Influence People

Dale Carnegie

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How to Win Friends & Influence People Dale Carnegie

You can go after the job you want—and get it!

You can take the job you have—and improve it!

You can take any situation—and make it work for you!

Dale Carnegie's rock-solid, time-tested advice has carried countless people up the ladder of success in their business and personal lives. One of the most groundbreaking and timeless bestsellers of all time, *How to Win Friends & Influence People* will teach you:

-Six ways to make people like you

-Twelve ways to win people to your way of thinking

-Nine ways to change people without arousing resentment

And much more! Achieve your maximum potential—a must-read for the twenty-first century with more than 15 million copies sold!

How to Win Friends & Influence People Details

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Author : Dale Carnegie

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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 says

This book definitely change your perception towards people around & also it teaches you a lot how you see & judge other. It's wondering that this book was inspired from this old Indian book:
<https://www.amazon.com/Know-Your-Wort...>

Brent says

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.

Ivan says

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.

Navin says

This is a sad book. A book that aims to turn us into manipulating individuals who would want to achieve their means through flattery and other verbal-mental tricks. Even technically, it seems to me that the ploys' in this book would never really work.

Here is a quote from the book -

“Don't be afraid of enemies who attack you. Be afraid of the friends who flatter you.”

And what does the book do? It tries, or at least pretends to turn you into a someone who would flatter everything that moves – so that you get - WHAT YOU WANT.

Most of us read so that we are inspired, moved, even shocked or atleast entertained by stories. We also read so that we understand better and stretch the possibilities of our minds and hearts, to be better human beings. We definitely do not read to become conniving ugly creatures to be held prisoners by our greed. And come on get a grip – this is essentially a sales book.

Roy Lotz says

When dealing with people, let us remember we are not dealing with creatures of logic. We are dealing with creatures of emotion, creatures bristling with prejudices and motivated by pride and vanity.

Dale Carnegie is a quintessentially American type. He is like George F. Babbitt come to life—except considerably smarter. And here he presents us with the Bible for the American secular religion: capitalism with a smile.

In a series of short chapters, Carnegie lays out a philosophy of human interaction. The tenets of this philosophy are very simple. People are selfish, prideful, and sensitive creatures. To get along with people you need to direct your actions towards their egos. To make people like you, compliment them, talk in terms of their wants, make them feel important, smile big, and remember their name. If you want to persuade somebody, don't argue, and never contradict them; instead, be friendly, emphasize the things you agree on, get them to do most of the talking, and let them take credit for every bright idea.

The most common criticism lodged at this book is that it teaches manipulation, not genuine friendship. Well, I agree that this book doesn't teach how to achieve genuine intimacy with people. A real friendship requires some self-expression, and self-expression is not part of Carnegie's system. As another reviewer points out, if you use this mindset to try to get real friends, you'll end up in highly unsatisfying relationships. Good friends aren't like difficult customers; they are people you can argue with and vent to, people who you don't have to

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It is only a short book and won't harm you if you give it a read, but despite the title doesn't have a lot of advice on how to win friends or influence people. A good book to lend to people with a big smile as they will suspect that you are trying to win their friendship and/or influence them the beerfree way.

Neja says

This book is a life changer ! Really, I'm not making this up. This was exactly what I needed. Some things that are described in this book I realized before reading this book, but there were a lot of things I never thought about myself but are so true. I don't like conflicts and I found a lot of tips in this book about this topic..so how not to be in fights with people. Yaaay, my zen is safe! =)

Conrad says

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.

Adina says

I bought this one in 2004 from an Amsterdam bookstore and it has been laying on my bookshelves since then. It's an icon of self help books and that was a problem because I kind of hate that genre. I decided to get rid of this one as well but not without trying, at least, to see if there is anything of value in it. Well, I was surprised to read some sensible advice and I decided to actually read more. charming in their archaic ways.

So, the book wasn't total garbage. As I said above, it had some good advice about the subject of win friends and influence people although there was a lot of filler in order to make his principle into a book. Some examples were really interesting others a bit ridiculous.

One of the problems I had with the author and one I find too often in self-help books is the condescending tone, the ones that tells you how smart he is and that she is the only one capable to tell you how success is achieved.

It was an interesting read, I learn some useful skills but it isn't groundbreaking anymore in my opinion.

Lola says

This was the most useful book I ever read in my entire life. There is so much that can be learned from it and I encourage everyone to give it a try. It's a textbook, written for a course, but it's incredibly engaging. I will be coming back to it frequently in the future.

Paul Rhodes says

Utter dreck! Anyone who thinks this book offers important wise advice on friendship is an idiot.

Dale Carnegie was nothing but a huckstering sophist, and a very repulsive one at that. For those of you who may not know, Carnegie's *How to Win Friends and Influence People* is a handbook on how to exploit friendship for the sake of financial and political gain. Now fans of this book (why such people are allowed to read, much less vote, I do not know) will say this book helped them overcome their shyness and make real friendships. But Dale Carnegie is not interested in real friendship. His only concern is to exploit friendship for financial and political gain. One need not be Einstein to know this. One need only read all the garish claims on the back of the book (I have an earlier edition than the one usually found in bookstores today) such as, say, "Increase your earning power" "(Carnegie's book will) [m]ake you a better salesman, a better executive." If the book were really about true friendship, as its many lobotomized fans insist, then one would expect the blurbs to claim that the book will make the reader a better friend, not a better salesman. A true friend cares about his friends, but a salesman cares about his profit, and if friendship come between him and his profit, then so much for friendship. Dale Carnegie's groupies are utterly oblivious to his promotion of such shameless exploitation, which is as obvious as a communal bedpan.

And they are also utterly oblivious to historical facts. Had they some historical knowledge, then these sycophants-in-training surely would have read Dale Carnegie's pilpul with slightly less pollyannish gullibility. For instance, if they knew anything about the Age of the Robber Barons, they might have found Dale Carnegie's depiction of Andrew Carnegie as a man truly concerned for the lot of his fellow man a bit hard to stomach.

Sure, Andrew Carnegie smiled a lot and presented a friendly appearance to the press and public, and that was enough for Dale. Dale--like all other sophists, politicians, and prostitutes--cared only for appearances, but underneath the accommodating demeanor of Andrew Carnegie was a heart as hard as the steel his factories forged. Andrew Carnegie would publicly declare his support for rights of the worker and yet let his Manager Frick hire Pinkerton Guards to massacre the union workers. Andrew Carnegie would snatch good PR with his various philanthropies but also poured much of his money into the American Eugenics Movement which managed to get laws passed all over this country that mandated the sterilization of cripples like me. American Eugenics also had a profound influence upon German Eugenics, an influence which one can see documented in the minutes of The Nuremberg Trials. I hope even Carnegie groupies are not that ignorant not to know that influence, however nice, pleasant, and smiling it may be, is bad when it leads to genocide.

Yet, I suspect those who swear by this book will continue to have nothing but admiration for Dale Carnegie, whose sycophantic adulation for the ruthless rich who killed off unionized workers and funded the genocide of the weak should offend, repel, and disgust anyone with even a modicum of human thought and decency. Carnegie fans are idiots.
