



How to Win Friends and Influence People - by Dale Carnegie: Book Summary

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EDITORIAL REVIEWS:

Amazon.com Review

This grandfather of all people-skills books was first published in 1937. It was an overnight hit, eventually selling 15 million copies. How to Win Friends and Influence People is just as useful today as it was when it was first published, because Dale Carnegie had an understanding of human nature that will never be outdated. Financial success, Carnegie believed, is due 15 percent to professional knowledge and 85 percent to "the ability to express ideas, to assume leadership, and to arouse enthusiasm among people." He teaches these skills through underlying principles of dealing with people so that they feel important and appreciated. He also emphasizes fundamental techniques for handling people without making them feel manipulated. Carnegie says you can make someone want to do what you want them to by seeing the situation from the other person's point of view and "arousing in the other person an eager want." You learn how to make people like you, win people over to your way of thinking, and change people without causing offense or arousing resentment. For instance, "let the other person feel that the idea is his or hers," and "talk about your own mistakes before criticizing the other person." Carnegie illustrates his points with anecdotes of historical figures, leaders of the business world, and everyday folks. --Joan Price --This text refers to an out of print or unavailable edition of this title.

Review

"it changed my life" Warren Buffet "The most successful self-help book of all time... Carnegie has never seemed more relevant" The Times "It's helped me immeasurably in life. I think everyone should read it" Jenny Colgan, Independent on Sunday "a no-nonsense guide to being a better person...an easy-to-read, practical guide" Spirit and Destiny --This text refers to an out of print or unavailable edition of this title.

About the Author

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 lives to this day.

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Chapter 1

"If You Want to Gather Honey, Don't Kick Over the Beehive"

On May 7, 1931, the most sensational manhunt New York City had ever known had come to its climax. After weeks of search, "Two Gun" Crowley -- the killer, the gunman who didn't smoke or drink -- was at bay, trapped in his sweetheart's apartment on West End Avenue.

One hundred and fifty policemen and detectives laid siege to his top-floor hideaway. They chopped holes in the roof; they tried to smoke out Crowley, the "cop killer," with tear gas. Then they mounted their machine

guns on surrounding buildings, and for more than an hour one of New York's fine residential areas reverberated with the crack of pistol fire and the rat-tat-tat of machine guns. Crowley, crouching behind an overstuffed chair, fired incessantly at the police. Ten thousand excited people watched the battle. Nothing like it had ever been seen before on the sidewalks of New York.

When Crowley was captured, Police Commissioner E. P. Mulrooney declared that the two-gun desperado was one of the most dangerous criminals ever encountered in the history of New York. "He will kill," said the Commissioner, "at the drop of a feather."

But how did "Two Gun" Crowley regard himself? We know, because while the police were firing into his apartment, he wrote a letter addressed "To whom it may concern." And, as he wrote, the blood flowing from his wounds left a crimson trail on the paper. In his letter Crowley said: "Under my coat is a weary heart, but a kind one -- one that would do nobody any harm."

A short time before this, Crowley had been having a necking party with his girl friend on a country road out on Long Island. Suddenly a polic

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Patricia Northcutt:

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Rhonda Joiner:

Reading a reserve tends to be new life style in this particular era globalization. With reading you can get a lot of information which will give you benefit in your life. Together with book everyone in this world could share their idea. Textbooks can also inspire a lot of people. Lots of author can inspire their own reader with their story as well as their experience. Not only situation that share in the textbooks. But also they write about the information about something that you need illustration. How to get the good score toefl, or how to teach children, there are many kinds of book that exist now. The authors in this world always try to improve their talent in writing, they also doing some study before they write with their book. One of them is this How to Win Friends and Influence People - by Dale Carnegie: Book Summary.

Irene Gamino:

People live in this new moment of lifestyle always try to and must have the free time or they will get lots of stress from both daily life and work. So , once we ask do people have spare time, we will say absolutely sure. People is human not a robot. Then we inquire again, what kind of activity have you got when the spare time coming to you actually of course your answer may unlimited right. Then ever try this one, reading ebooks. It can be your alternative within spending your spare time, often the book you have read is usually How to Win Friends and Influence People - by Dale Carnegie: Book Summary.

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