



# A Joosr Guide to... How to Win Friends and Influence People by Dale Carnegie

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Positive interactions with people are the basis of success in business, in life and in love. Unlock surprising secrets about what makes people enjoy other people, and learn to become a friendlier, more engaging person who makes a positive impression on those around you.

In *How to Win Friends and Influence People* Dale Carnegie teaches readers how to use human psychology to improve their people skills. By simply learning the importance of taking a genuine interest in other people, you can become a more engaging person. And through following the simple steps outlined in this book, it's possible to transform yourself into a nicer, more understanding individual to whom others are irresistibly drawn.

You will learn:

- How you can get the most out of employees by emulating great leaders of the past
- The art of subtly suggesting your own ideas to bring others to your opinion
- Why you must avoid arguing with others, and how it will make them like you more.

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