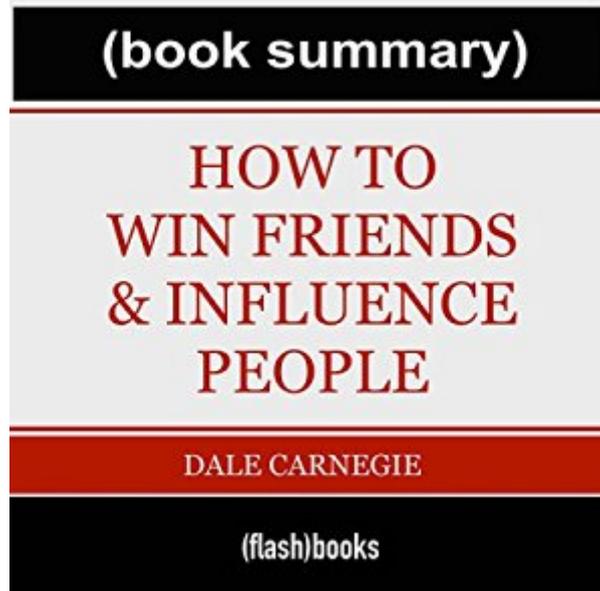# How To Win Friends And Influence People – By Dale Carnegie: Book Summary

Synopsis

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as it was when it was first published, because Dale Carnegie had an understanding of human nature that will never be outdated.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.

Book Information

Audible Audio Edition

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Best Sellers Rank: #82 in Books > Audible Audiobooks > Nonfiction > Study Aids #1552 in Books > Audible Audiobooks > Health, Mind & Body > Self-Help #1852 in Books > Self-Help > Success

Customer Reviews

Terrific book summary. If you are looking for a clearly stated summary of each chapter of the complete book this is the one to buy. Excellent.

Full of typos, and a mix of lengthy quotes and brief reiterations. Just when it starts getting

interesting, it turns into a pitch for the author.

ugh.. it's okay

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