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How to Win Friends and Influence People

How to Win Friends & Influence People is a self-help book written by Dale Carnegie and first published in 1936. Here is a short review, summary and features of How to Win Friends & Influence People pdf.

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Book Summary + PDF: How to Win Friends and Influence

PRINCIPLES FROM "HOW TO WIN FRIENDS AND INFLUENCE PEOPLE." (by Dale Carnegie *1888-1955* founder of the Carnegie Course) Biography: Dale Carnegie was born in 1888 in Missouri and was educated at Warrensburg State Teachers College.

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How To Win Friends & Influence People PDF I noticed that in the above list, there are some repeats and many many principles that could be chunked together. In an effort to make these lessons easy to remember, I've combined them all into the following list of 13.

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