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How to win friends and influence people full book pdf

How to win friends and influence people it is the first, and still the best book of its kind. One of the most well-known motivational books of history, the revolutionary work of Dale Carnegie has sold millions of copies, has been translated into almost all written knowledge known, and has helped countless people succeed both in their business life and in their lives personal. First published in 1937, the book of Carnegie has remained relevant for generations because it addresses timeless questions on the fine art of getting along with people: how can you make people like you instantly? How can you persuade people to agree with you? How can you speak frankly to people without reacting? The ability to read others and successfully navigate any social situation is critically important for those who want to get a job, keep a job or simply expand their social networks. The basic principles of this book, originally written as a practical working handbook on human relations, have proven effective. Carnegie explains the fundamentals of management of people with a positive approach; How to make people like you and want to help you; How to win people to your way of thinking without conflict; And how to be the kind of leader who inspires the quality of work, greater productivity and higher morale. Says Carnegie, most of our success in life depends on our ability to communicate and effectively manage personal relationships, whether at home or at work. How to Win Friends and Influence People will help you discover and develop the skills of the people who have to live well and prosper. When it comes to people, we remember that we have nothing to do with logic creatures. We are dealing with creatures of emotions, creatures radiate with prejudices and motivated à €

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