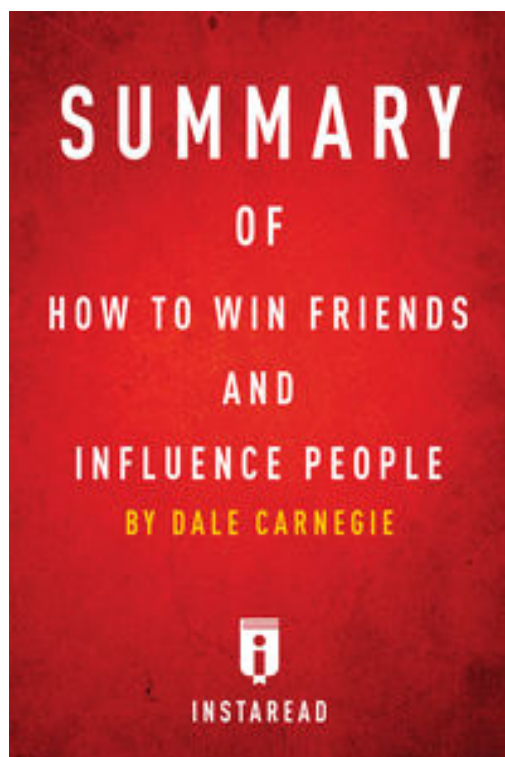


Summary Of How To Win Friends And Influence People - Instaread Ler Ebook



Summary of How to Win Friends and Influence People Instaread ler ebook, Summary of How to Win Friends and Influence People by Dale Carnegie | Includes Analysis

Preview:

How to Win Friends and Influence People by Dale Carnegie is a classic self-help book. It instructs readers on ways to improve their standing with others and convince others to do things using strategic courtesy, conversational techniques, and proven methods of motivation.

There are three fundamental techniques to improve your ability to manage others. The first is to avoid any kind of criticism, complaint, or other type of negative tactic. Negativity only puts people on the defensive. The second technique is to frequently give earnest appreciation and praise. The third is to find a way to encourage others to want what you want. These fundamental techniques apply to the various principles for encouraging agreement and leading effectively.

The best ways to be liked are to become interested in others first, smile, and refer to others by name. People who are good at winning friends are good listeners and learn to talk...

PLEASE NOTE: This is a summary of the book and NOT the original book.

Inside this Instaread Summary of How to Win Friends and Influence People:

- Overview of the Book
- Important People
- Key Takeaways
- Analysis of Key Takeaways

About the Author

With Instaread, you can get the key takeaways, summary and analysis of a book in 15 minutes. We read every chapter, identify the key takeaways and analyze them for your convenience.

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