



# How To Win Friends and Influence People: by Dale Carnegie | Summary & Takeaways

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**How To Win Friends and Influence People by Dale Carnegie**

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This book is a supplement to *How To Win Friends and Influence People* and is intended to enhance the experience of reading the original book. We recommend purchasing the full version of *How To Win Friends and Influence People* on Amazon in addition to this book.

## Introduction

*How to Win Friends and Influence People* by Dale Carnegie is one of the few books that is every bit as credible as it was today as it was 80 years ago when it was published. This timeless bestseller has sold over 15 million copies to date. The success of this book lies in the brilliant suggestions on how to be more likable, how to get people to think in a similar manner, and how to change people's ideas without causing contention. With practical, easy-to-remember advice and examples Carnegie's book is the key to having more effective encounters with others, whether in business or in every-day life.

## Features

- **Overview** - An introduction to help you understand the book as a whole.
- **Chapter Summaries** - Clear and concise descriptions of key concepts and important details.
- **Chapter Takeaways** - The most important concepts of the chapter represented by three focused bullet points.
- **Book Takeaways** - The entire book condensed into one takeaway per chapter to reinforce critical concepts.

## Benefits

- Spend less time reading and more time enjoying your favorite books.
- Discover important details you may have missed the first time.
- Review key concepts in an easy-to-understand and efficient manner.
- Use as a reference or "cheat sheet" to quickly access important information.
- Pick up where you left off with the original book.
- Focus only on critical information and eliminate unnecessary details.

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