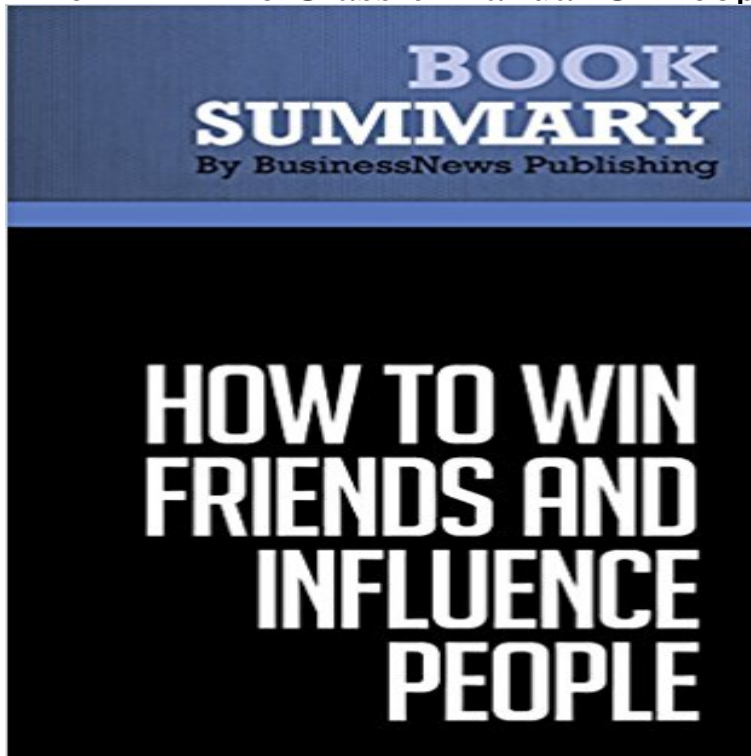


# Summary: How to Win Friends and Influence People - Dale Carnegie: The All-Time Classic Manual Of People Skills



Complete summary of Dale Carnegie's book *How to Win Friends and Influence People: The All-Time Classic Manual Of People Skills*. This summary of the ideas from Dale Carnegie's book *How to win friends and influence people* shows that no matter your occupation, goals, ambitions or your position in a company, dealing with people is your biggest challenge. Therefore, if you learn how to do so effectively you will reap the rewards in terms of profitability, productivity and morale. This summary highlights how to work with rather than against people, and how to be successful in your personal and professional life. Added-value of this summary: Save time Understand the key concepts Improve your social and communication skills To learn more, read *How To Win Friends and Influence People* and discover how to motivate people and how to communicate efficiently.

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