

THE MOST POPULAR WORK OF NON-FICTION OF OUR TIME

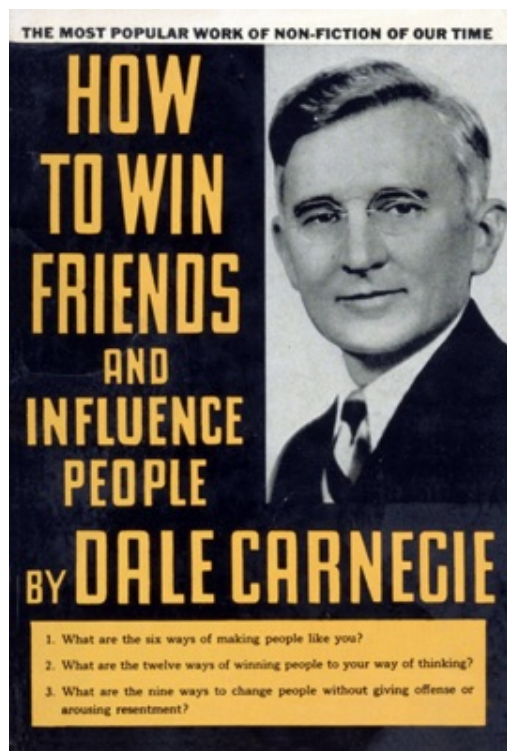
HOW TO WIN FRIENDS AND INFLUENCE PEOPLE



BY DALE CARNEGIE

1. What are the six ways of making people like you?
2. What are the twelve ways of winning people to your way of thinking?
3. What are the nine ways to change people without giving offense or arousing resentment?

Letöltés How to Win Friends and Influence People PDF Ingyenes - Dale Carnegie



Töltse le vagy olvassa el online How to Win Friends and Influence People Dale Carnegie Ingyenes Könyvek (PDF ePub Mp3), How to Win Friends and Influence People is a self-help book written by Dale Carnegie, first published in 1936. Over 30 million copies have been sold worldwide, making it one of the best-selling books of all time. In 2011, it was number 19 on Time Magazine's list of the 100 most influential books.

Carnegie had been conducting business education courses in New York since 1912. In 1934, Leon Shimkin of the publishing firm Simon & Schuster took one of Carnegie's 14-week courses on human relations and public speaking; afterward, Shimkin persuaded Carnegie to let a stenographer take notes from the course to be revised for publication. The initial five thousand copies of the book sold exceptionally well, going through 17 editions in its first year alone.

In 1981, a revised edition containing updated language and anecdotes was released. The revised edition reduced the.....

[Letöltés How to Win Friends and Influence People PDF Ingyenes - Dale Carnegie](#)

Free Download 