



How to Win Friends and Influence People

Dale Carnegie

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'How to Win Friends and Influence People' is one of the first best-selling self-help books ever published. Just after publishing, it quickly exploded into an overnight success, eventually selling more than 15 million copies worldwide, and pioneering an entire genre of self-help and personal success books.

With an enduring grasp of human nature, it teaches his readers how to handle people without letting them feel manipulated, how to make people feel important without inspiring resentment, how win people over to your point of view without causing offence, and how to make a friend out of just about anyone. Millions of people around the world have improved their lives based on the teachings of Dale Carnegie. This classic book will turn your relationships around and improve your interactions with everyone in your life.

Dale Carnegie (1888–1955) was an American writer and lecturer and the developer of famous courses in self-improvement, salesmanship, corporate training, public speaking and interpersonal skills.

He was born in an impoverished family in Maryville, Missouri. Carnegie harboured a strong love and passion for public speaking from a very early age and was very proactive in debate in high school. During the early 1930's, he was renowned and very famous for his books and a radio program. 'When How to Win Friends and Influence People' was published in 1930, it became an instant success and subsequently became one of the biggest bestsellers of all time.

Carnegie loved teaching others to climb the pillars of success. His valuable and tested advice was used in many domains and has been the inspiration of many famous people's success. One of the core ideas in his books is that it is possible to change other people's behavior by changing one's reaction to them.

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