

HOW TO WIN FRIENDS & INFLUENCE PEOPLE%0A

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How to Win Friends and Influence People is a self-help book written by Dale Carnegie, published in 1936. Over 15 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.

[How to Win Friends \(with Pictures\) - wikiHow](#)

Be cool with yourself. The more you find your interests and do them and are happy about it, the more likely people are to also find you interesting.

[How to Win Friends and Influence People - HubSpot](#)

The most successful leaders all have one thing in common: They've read How to Win Friends and Influence People.

As a salesman at one point in his life, author Dale Carnegie made his sales territory the national leader for the firm he worked for.

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It isn't what you have or who you are or where you are or what you are doing that makes you happy or unhappy. It is what you think about it. Dale Carnegie, How to Win Friends and Influence People

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