

Download Dale Carnegie How To Win Friends And Influence People Pdf

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. 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. Dale Carnegie Course. Discover how to form closer, more rewarding relationships built on trust and respect. Increasing your confidence and competence in interacting with others will gain the influence you need to reach new heights in your personal and professional life. Dale Carnegie (* 24. November 1888 als Dale Carnagey in Maryville, Missouri; † 1. November 1955 in Forest Hills, New York) war ein US-amerikanischer Kommunikations- und Motivationstrainer im Bereich des Positiven Denkens.