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In 1936, Simon & Schuster published How to Win Friends and Influence People. The book was a bestseller from its debut. By the time of Carnegie's death, the book had sold five million copies in 31 languages, and there

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had been 450,000 graduates of his Dale Carnegie Institute.

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“How to Win Friends and Influence People” is one of Warren Buffett’s favorite books, so if you’re a working professional that’s probably enough to pique your interest. It was

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Originally written in 1937 and draws key wisdom from the lives of Abraham Lincoln and contemporary psychology of the time, namely the works of Sigmund Freud.

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~~Influence People: Dale Carnegie ...~~

Henry Ford was quoted in How to Win Friends and Influence People by saying, "If there is any one secret of success, it lies in the ability to get the other

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person's point of view and see things from his angle as well as from your own." The chapter concludes with "First arouse in the other person an eager want.

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Dale Carnegie says if you only take one thing away from How To Win Friends & Influence People, it should be that of making a habit of looking at interactions from

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the other people's perspective. Not to simply understand their opinion, but why they are even having those opinions in the first place.

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Simon & Schuster Audio is proud to present one of the best-selling books of all time, Dale Carnegie's perennial classic How to Win Friends and Influence

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