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Summary: How to Win Friends and Influence People

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Summary: How to Win Friends and Influence People Adept Summaries
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Summary: How to Win Friends and Influence People | by Dale Carnegie. If you are looking for a full copy of this outstanding book, this can be found back on the Amazon search page.

What you get from an Adept Summary & Analysis:

- An overview of the entire book
- Key takeaways from the book
- Easily accessible, easy to remember information
- Actionable and new ideas

A preview:

If you want to win someone over – no matter the reason – speaking badly about them and in turn criticizing them will only cause them to despise you. Even criminals look at themselves as innocent so why wouldn't average people on the street? There was a ruthless cop killer who was responsible for hunting down and murdering one hundred and fifty police officers. He went by the name "Two Gun Crowley". He was finally captured in his girlfriend's apartment and had ten thousand people watching. He wrote a letter while trapped there, which was found later, that stated that he had a weary heart beneath his jacket but his heart was kind and would never do anyone any harm. It is important to note that not but a few days earlier he had shot a police officer in cold blood just for asking to look at his license. In the end he received the death penalty.

Even the most ruthless of killers including Two Gun Crowley and Al Capone viewed themselves as good and respectable people who did not take any blame for the things that they did. So how would you expect decent people to view themselves?

There was a safety coordinator once who walked around and criticized people on the job because they didn't wear their hard hats. He criticized with force. People did not listen to him and even those that did would remove their hat the moment he walked away. He opted to change his tactics and from then on he would ask the people who were not wearing their hats if the hat was uncomfortable and would then remind them in a nice tone that the purpose of the hat was to protect them from harm. Soon compliance levels increased and he was no longer resented.

If you want people to despise you until your passing then criticize away and make sure it hurts them.

Think about this: even God waits to judge people until they have lived their entire life, so why would you judge people now?

If you really want to win people over it is important not to criticize them because even the biggest killers and most ruthless people in the world would never accept criticism, let alone decent people who surround you...

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Playing with family in a park, coming to see the sea world or hanging out with good friends is thing that usually you could have done when you have spare time, subsequently why you don't try matter that really opposite from that. One particular activity that make you not experiencing tired but still relaxing, trilling like on roller coaster you already been ride on and with addition info. Even you love Summary: How to Win Friends and Influence People, you could enjoy both. It is good combination right, you still would like to miss it? What kind of hang-out type is it? Oh can occur its mind hangout men. What? Still don't understand it, oh come on its identified as reading friends.

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