



How to Win Friends & Influence People by Dale Carnegie: An Action-Steps Summary and Analysis

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Ready Reads Summary and Analysis of *How to Win Friends and Influence People* by Dale Carnegie

First released in 1936, Dale Carnegie's *How to Win Friends and Influence People* is now more relevant than ever. This timeless book has sold over 15 million copies, and for good reason. It has been touted by the rich and famous as a secret weapon for success in both their business and personal lives.

Inside this summary of Dale Carnegie's *How to Win Friends and Influence People*, you'll find:

- A brief introduction to the principles in the book
- Quick and actionable chapter summaries
- Discussion questions and analyses
- Additional resources, like articles, videos, quizzes, and books

Please note that this summary is NOT the original book and is meant to be listened to as a supplement to the original.

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