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# **How to win friends & influence people**

**Author : Dale Carnegie**

This book shows readers how to get success in making friends. There are three parts and tells you some special ways about winning friends and influencing people.

First, you should be a good listener and talk to everyone actively. Also, you must always smile to make people like you. Second, you need to be friendly with everyone and let people understand you are kind. Third, you can be a good leader to affect everyone. For example, you can ask questions instead of giving direct orders.

After I have finished reading this book, I think it is useful for us as we need to face many people every day. Although you may not think this book is practical at first, you will soon find that you are wrong! Yes, maybe you are students only. Nevertheless, you will use the methods from this book someday. When I had not started reading this book, I did not know how important it is to get a good relationship. I still have not followed the ways from this book since I do not know how to practice them. I think relationship is the most difficult thing for anyone because we do not understand the feelings of people completely. It means everyone has his own feelings! Although we try to understand, we are not them and we cannot have the same feeling since we are just guessing! Of course, this book only tries to help you and give you some suggestions. You ought to think about those with your own ideas and choose the ways that can help you most. You still need to take action and put what you think into practice when you have finished your reading. If not, you will not get any change in your life.

4A Choi Tsz Wai

*How to Win  
Friends &  
Influence  
People*

OVER 70  
YEARS IN  
PRINT!

THE ORIGINAL IS STILL THE BEST! THE *ONLY*  
BOOK YOU NEED TO LEAD YOU TO SUCCESS



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