

## Summary of How to Win Friends and Influence People

Patricia G. Hill



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## **Summary of How to Win Friends and Influence People**

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How to Win Friends and Influence People is a classic book by Dale Carnegie with a pretty self-explanatory title. I read this book recently, and was surprised to find that it epitomized a lot of the wisdom I had already picked up from a variety of other sources. Note that this summary is from the revised 1981 edition in to 15 Min.

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