



How to Win Friends and Influence People: by Dale Carnegie | The Brief

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About the Brief

This is the condensed version of Dale Carnegie's best-selling book *How to Win Friends and Influence People*. Here you will find the key concepts and important details from each chapter boiled down into a clear, concise, enjoyable read. Whether you are a book club newbie or a ravenous bibliophile you will be delighted by this new reading experience. And, of course, we encourage you to buy and read Carnegie's full version when you can. After all, his book is a best-seller for a good reason!

About the Book

How to Win Friends and Influence People is a world-wide phenomenon, selling over 15 million copies in over 30 languages since it was written in 1936. It was also the first self-help book to reach international bestseller status. The book was originally written based on notes from Dale Carnegie's business training course. Throughout its history, the book has guided people in finding business and personal success, leading the Library of Congress to include it in its "Books that Shaped America" exhibition in 2012.

About the Author

Dale Carnegie was born into the family of a poor farmer in Maryville, Missouri in 1852. He became a salesperson after college, boosting his South Omaha territory with Armour and Company to the top slot for that company in the U.S. After spending a brief time in New York studying acting, he found himself broke and living at the YMCA. He convinced the director there to allow him to teach public speaking. His courses were extremely popular, and in 1912, he founded the Dale Carnegie Course in Effective Speaking and Human Relation. Since that time, the training has reached over 8 million people in 90 countries. Carnegie died in 1955, but the popularity of his methods continues to this day.

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