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How to Win Friends & Influence People is
a self-help book written by Dale Carnegie
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is a self-help book written by Dale Carnegie, published in 1936. Over 15 million copies have been sold worldwide, making it one of the best-selling books of all time. In 2011, it was number 19 on Time Magazine 's list of the 100 most influential books.. Carnegie had been conducting business education courses in New York since 1912.

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This book had a profound effect on me, however, of the negative variety. It did give me pointers on how to actually break out of my shell and "win friends" but in the long term, it did way more harm than good.

How to Win Friends and Influence People
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