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Since its release in 1936, How to Win Friends and Influence People has sold more than 15 million copies. Dale Carnegie's first book is a timeless bestseller, packed with rock-solid advice that has carried thousands

of now famous people up the ladder of success in their business and personal lives.

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principles from "how to win friends and influence people." (by Dale Carnegie *1888-1955* founder of the Carnegie Course) Biography: Dale Carnegie was born in 1888 in Missouri and was educated at Warrensburg State Teachers College.

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