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How to win friends and influence people

Carnegie, Dale

Deskripsi Lengkap: https://library.stik-ptik.ac.id/abstrakpdfdetail.jsp?id=35659&lokasi=lokal

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Abstrak

Fundamental Techniques In Handling People ? 1 - If You Want to Gather Honey, Don't Kick Over the Beehive ? 2 - The Big Secret of Dealing with People ? 3 - He Who Can Do This Has the Whole World with Him. He Who Cannot, Walks a Lonely Way ? Eight Suggestions On How To Get The Most Out Of This Book Part 2 - Six Ways To Make People Like You ? 1 - Do This and You'll Be Welcome Anywhere ? 2 - A Simple Way to Make a Good Impression ? 3 - If You Don't Do This, You Are Headed for Trouble ? 4 - An Easy Way to Become a Good Conversationalist ? 5 - How to Interest People 6 - How To Make People Like You Instantly ? In A Nutshell Part 3 - Twelve Ways To Win People To Your Way Of Thinking ? 1 - You Can't Win an Argument ? 2 - A Sure Way of Making Enemies?and How to Avoid It ? 3 - If You're Wrong, Admit It ? 4 - The High Road to a Man's Reason ? 5 - The Secret of Socrates ? 6 - The Safety Valve in Handling Complaints ? 7 - How to Get Co-operation ? 8 - A Formula That Will Work Wonders for You ? 9 - What Everybody Wants ? 10 - An Appeal That Everybody Likes ? 11 - The Movies Do It. Radio Does It. Why Don't You Do It? ? 12 - When Nothing Else Works, Try This ? In A Nutshell Part 4 - Nine Ways To Change People Without Giving Offence Or Arousing Resentment ? 1 - If You Must Find Fault, This Is the Way to Begin ? 2 - How to Criticize?and Not Be Hated for It ? 3 - Talk About Your Own Mistakes First ? 4 - No One Likes to Take Orders ? 5 - Let the Other Man Save His Face ? 6 - How to Spur Men on to Success ? 7 - Give the Dog a Good Name ? 8 - Make the Fault Seem Easy to Correct ? 9 - Making People Glad to Do What You Want ? In A Nutshell Part 5 - Letters That Produced Miraculous Results Part 6 - Seven Rules For Making Your Home Life Happier ? 1 - How to Dig Your Marital Grave in the Quickest Possible Way ? 2 - Love and Let Live ? 3 - Do This and You'll Be Looking Up the Time-Tables to Reno ? 4 - A Quick Way to Make Everybody Happy ? 5 - They Mean So Much to a Woman ? 6 - If you Want to be Happy, Don't Neglect This One ? 7 - Don't Be a Marriage Illiterate ? In A Nutshell