Continue

Faça aqui o download do Livro Como Fazer Amigos e Influenciar Pessoas em PDF, sem complicações, com apenas um click. O clássico livro Como fazer amigos e influenciar pessoas de Dale Carnegie, publicado pela primeira vez em 1936, é um guia prático para melhorar as habilidades de comunicação e as relações interpessoais. Carnegie apresenta princípios fundamentais para lidar com as pessoas de forma eficaz, incluindo como criar empatia, como se tornar uma pessoa mais agradável e influente, e como convencer os outros a pensar do mesmo modo que você. O livro é dividido em quatro partes principais: Técnicas Fundamentais em Lidar com as Pessoas: Carnegie ensina a importância de evitar críticas, condenações e reclamações, além de destacar a necessidade de apreciar sinceramente os outros. Seis Maneiras de Fazer as Pessoas Gostarem de Você: Esta parte aborda como fazer amigos e conquistar a confiança das pessoas ao seu redor, mostrando interesse genuíno por elas e fazendo-as se sentir importantes. Como Conquistar as Pessoas para Pensarem como Você: Carnegie oferece estratégias para influenciar as opiniões dos outros sem causar ressentimento, focando em argumentação construtiva e diálogo positivo. Seja um Líder: Como Mudar as Pessoas sem Ofender ou Despertar Ressentimentos: A última parte trata da liderança eficaz, ensinando como criticar de maneira construtiva e como inspirar mudanças de comportamento nos outros sem gerar conflito. O livro é considerado um dos mais importantes da área de desenvolvimento pessoal e continua a ser amplamente lido e aplicado até os dias de hoje. Como muitos já sabem, eu tento facilitar ao máximo o trabalho para vocês, então deixei o livro em PDF no Google Drive. É só clicar no botão ou na imagem que você será direcionado para o drive. Dentro dele, clique no arquivo para fazer o download. Rápido, simples e prático. O download estará disponível em 20 segundos... Baixar Como Fazer Amigos e.. Acesse também: Livro: Mais Esperto Que o Diabo PDF Acesse também: A Sutil Arte de Ligar o F*da-se PDF Acesse também: Livro Pai Rico, Pai Pobre PDF Se você conseguiu fazer o download sem problemas, ajude a fortalecer o site. É só clicar em qualquer anuncio colocado na página. A nossa proposta não é encher vocês de propagandas, mas são elas que ajudam a manter o site ativo. Caso tenha alguma sugestão de livro que não encontrou na internet, deixe nos comentários que iremos buscar para você. © 1996-2014, Amazon.com, Inc. or its affiliates Ask the publishers to restore access to 500,000+ books. As 48 leis do poder (Portuguese Edition)$7.99$7.99A coragem de não agradar (Portuguese Edition)$5.77$5.77Nada pode me ferir (Portuguese Edition)$6.15$6.15O ego é seu inimigo (Portuguese Edition)$7.55$7.55Como se tornar inesquecivel (Portuguese Edition)$6.15$6.15Seja foda! (Portuguese Edition)$3.99$3.99Loading... Jump to ratings and reviewsYou can go after the job you want...and get it! You can take the job you have...and improve it! You can take any situation you're in...and make it work for you!Since its release in 1936, How to Win Friends and Influence People has sold more than 30 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.As relevant as ever before, Dale Carnegie's principles endure, and will help you achieve your maximum potential in the complex and competitive modern age.Learn the six ways to make people like you, the twelve ways to win people to your way of thinking, and the nine ways to change people without arousing resentment. 88943 people are currently reading126156 people want to readDale Carnegie was an American writer and teacher of courses in self-improvement, salesmanship, corporate training, public speaking, and interpersonal skills. Born into poverty on a farm in Missouri, he was the author of How to Win Friends and Influence People (1936), a bestseller that remains popular today. He also wrote How to Stop Worrying and Start Living (1948), Lincoln the Unknown (1932), and several other books.One of the core ideas in his books is that it is possible to change other people's behavior by changing one's behavior towards them.Displaying 1 - 30 of 28,255 reviewsApril 2, 2010This 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. Not the book per se, but my choice to follow the advice given there. The book basically tells you to be agreeable to everybody, find something to honestly like about them and compliment them on it, talk about their interests only and, practically, act like a people pleaser all the time.It might sound like a harmless, or even attractive idea in theory, but choosing to apply it in your every day life can lead to dangerous results. Case in point: after being a smiley happy person with loads of friends for about a year, the unpleasant realization began to creep in, that by being so agreeable to everybody else, I rarely ever got my way. I also sustained friendships with people who were self-centered, so talking about their interests was all we got to do together, which drained me of my energy. The worst thing still, is that by trying to find something to like about every person, I completely disregarded their glaring faults. It didn't matter that those people did have redeeming qualities - they weren't redeeming enough! I ended up with a bunch of friends I didn't really want and, because I was so preoccupied with "winning" those friendships I missed out on the chance to form relationships with good people. I suppose, for somebody who is a better judge of character, the principles outlined in this book *could* be of some value. But that's really just me trying to find something positive (using the "principles") in a book that I am still trying to UNlearn.If you want to win friends, you have to do it the hard way, by being yourself and risking rejection (and daring to do some rejection of your own, as well). And if you want to influence people the only fair way to do it is through honesty. All the rest is manipulation and pretending. Do not read this book, you'll only learn how to manipulate yourself & others. Do not read it out of fear of rejection & low self-esteem, there are better ways to gain some courage in approaching people. This will harm you in the long run.Thank you for reading this review.April 25, 2007Dale, saying people's names often when you're talking to them, Dale, doesn't make you popular, Dale, it makes you sound like a patronizing creep.This book is probably really handy when you're trying to befriend kindergarteners, not as much adults. It's also aimed at salespeople and not regular humans.September 27, 2007Three things about this book surprised me and I liked it a lot more than I thought I would. One - it seemed pretty much timeless. Not much anachronism here, because language still serves the same purposes as ever, and people still want basically the same things they've always wanted. I liked the examples taken from Abe Lincoln, etc.Two - the techniques described in the book aren't duplicitous. We all try to do what the title says, just like everyone else, whether we're admitting it to ourselves or not. Readers are repeatedly encouraged to develop genuine interest in others, be honest and ethical, and obey the golden rule.Three - I enjoyed it (read twice back to back) and it felt easy and natural to apply some of the ideas in my life. Shortly after reading this book, I was a little bit better at communicating and a little bit happier about my interactions with others in general.October 2, 2013This is a sad book. A book that aims to turn us into manipulating individuals who would want to achieve their means through flattery and other verbal-mental tricks. Even technically, it seems to me that the ploys' in this book would never really work. Here is a quote from the book - "Don't be afraid of enemies who attack you. Be afraid of the friends who flatter you." And what does the book do? It tries, or at least pretends to turn you into a someone who would flatter everything that moves – so that you get - WHAT YOU WANT. Most of us read so that we are inspired, moved, even shocked or atleast entertained by stories. We also read so that we understand better and stretch the possibilities of our minds and hearts, to be better human beings. We definitely do not read to become conniving ugly creatures to be held prisoners by our greed. And come on get a grip – this is essentially a sales book. Adina (notifications back, log out, clear cache) October 3, 2018I bought this one in 2004 from an Amsterdam bookstore and it has been laying on my bookshelves since then. It's an icon of self help books and that was a problem because I kind of hate that genre. I decided to get rid of this one as well but not without trying, at least, to see if there is anything of value in it. Well, I was surprised to read some sensible advice and I decided to actually read more. charming in their archaic ways. So, the book wasn't total garbage. As I said above, it had some good advice about the subject of win friends and influence people although there was a lot of filler in order to make his principle into a book. Some examples were really interesting others a bit ridiculous. One of the problems I had with the author and one I find too often in self-help books is the condescending tone, the ones that tells you how smart he is and that she is the only one capable to tell you how success is achieved. It was an interesting read, I learn some useful skills but it isn't groundbreaking anymore in my opinion.February 24, 2014This is the most boring, tedious, inane book I've ever read. It is a total of 236 pages but the essence could be boiled down to 12 at most. Every chapter, he has one point summarized in a neat box at the end. I skimmed the rest. He gives you six examples when one or two would do. He deliberately repeats himself. He wastes the readers' time.Do yourself a favor and just read the "In a Nutshell" summary points at the end of each chapter. You won't miss anything. April 11, 2024As a seasoned individual who has benefited from the timeless wisdom of this book. I can attest to its enduring relevance in today's fast-paced world.The audiobook edition brings Carnegie's insights to life with a level of warmth and authenticity that resonates deeply with listeners. How to Win Friends & Influence People - Audiobook Edition It's best book ever!What truly resonates with me about this book is its practicality. Carnegie's principles, though simple in concept, offer profound insights into the art of building genuine relationships and influencing others positively.From the importance of showing genuine appreciation to the power of active listening, Carnegie's teachings have had a transformative impact on how I navigate both personal and professional interactions.With thousands of positive reviews and a 5-star rating, it's evident that Carnegie's principles continue to stand the test of time and resonate with readers of all ages.February 22, 2017 When dealing with people, let us remember we are not dealing with creatures of logic. We are dealing with creatures of emotion, creatures bristling with prejudices and motivated by pride and vanity. Dale Carnegie is a quintessentially American type. He is like George F. Babbitt come to life—except considerably smarter. And here he presents us with the Bible for the American secular religion: capitalism with a smile. In a series of short chapters, Carnegie lays out a philosophy of human interaction. The tenets of this philosophy are very simple. People are selfish, prideful, and sensitive creatures. To get along with people you need to direct your actions towards their egos. To make people like you, compliment them, talk in terms of their wants, make them feel important, smile big, and remember their name. If you want to persuade somebody, don't argue, and never contradict them; instead, be friendly, emphasize the things you agree on, get them to do most of the talking, and let them take credit for every bright idea. The most common criticism lodged at this book is that it teaches manipulation, not genuine friendship. Well, I agree that this book doesn't teach how to achieve genuine intimacy with people. A real friendship requires some self-expression, and self-expression is not part of Carnegie's system. As another reviewer points out, if you use this mindset to try to get real friends, you'll end up in highly unsatisfying relationships. Good friends aren't like difficult customers; they are people you can argue with and vent to, people who you don't have to impress. Nevertheless, I think it's not accurate to say that Carnegie is teaching manipulation. Manipulation is when you get somebody to do something against their own interests; but Carnegie's whole system is directed towards getting others to see that their self-interest is aligned with yours. This is what I meant by calling him the prophet of "capitalism with a smile," since his philosophy is built on the notion that, most of the time, people can do business with each other that is mutually beneficial. He never advocates being duplicitous: "Let me repeat: The principles taught in this book will work only when they come from the heart. I am not advocating a bag of tricks. I am talking about a new way of life." Maybe what puts people off is his somewhat cynical view of human nature. He sees people as inherently selfish creatures who are obsessed with their own wants; egotists with a fragile sense of self-esteem: "People are not interested in you. They are not interested in me. They are interested in themselves—morning, noon and after dinner." Well, maybe it's just because I am an American, but this conception of human nature feels quite accurate to me. Even the nicest people are absorbed with their own desires, troubles, and options. Indeed, the only reason that it's easy to forget that other people are preoccupied with their own priorities is because we are so preoccupied with our own that it's hard to imagine anyone thinks otherwise. The other day, for example, I ran into my neighbor, a wonderfully nice woman, who immediately proceeded to unload all her recent troubles on me while scarcely asking me a single question. This isn't because she is bad or selfish, but because she's human and wanted a listening ear. I don't see anything wrong with it. In any case, I think this book is worth reading just for its historical value. As one of the first and most successful examples of the self-help genre, it is an illuminating document. Already in this book, we have what I call "Self-Help Miracle Stories"—you know, the stories about somebody applying the lessons from this book and achieving a complete life turnaround. Although the author always insists the stories are real, the effect is often comical: "Jim applied this lesson, and his customer was so happy he named his first-born son after him!" "Rebecca impressed her boss so much that he wrote her a check for one million dollars on the spot!" "Frank did such a good job at the meeting that one of his clients bought him a Ferrari, and another one offered him his daughter in marriage!" (These are only slight exaggerations.) Because of this book's age, the writing is quaint and charming. Take, for example, this piece of advice on how to get the most out of the book: "Make a lively game out of your learning by offering some friend a dime or a dollar every time he or she catches you violating one of these principles." A lively game! How utterly delightful.Probably this book would be far more effective if Carnegie included some exercises instead of focusing on anecdotes. But then again, it would be far less enjoyable reading in that case, since the anecdotes are told with such verve and pep (to quote Babbitt). And I think we could all use a little more pep in our lives.americana help-me-help-myself this-and-thatDecember 8, 2021How to Win Friends and Influence People, Dale CarnegieHow to Win Friends and Influence People 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. حقایه حق‌شناس‌مطلق؛ «خشایار حظیر»؛ «خاتمت چاقوری»؛ «لورلان الخص»؛ «چاه‌کن‌در افرچ‌می»؛ «سوران حدیو»؛ «صهیب صادقی‌راده»؛ «کیری قیصری»؛ «محمد محمدی»؛ «سیدحسن حسینی»؛ «زینب بهاری»، «زینب غیوری‌کوهفی»؛ «اگر مرگ‌رون»؛ «مهرداد مهرمن»؛ «مهرمود دوش‌دار»؛ «ایروی مهم بودن و مورد احترام دیگران قرار داشتن یکی از عاوت‌های مهم انسان با حیوانات است؛ البته احساس برتر بودن نیز بر حیوانات وجود دارد. ولی ماهیت آن با آنچه در انسان است تفاوت دارد؛ برای اینکه بهتر متوجه عمیه شوید خاطره ای را برایتان تعریف کنم. وقتی یک بشر بچه روستایی در ایالت مسوری بودم. پدرم به کار پرورش بز و گاو مشغول بود؛ و بودند نمی‌دادند. ولی پدرم خیلی به آن‌ها اهمیت می‌داد. چون بدون شک اگر این عطش سیری ناپذیر برای مهم بودن، و مورد تحسین دیگران قرار گرفتن، در میان انسان‌ها وجود نداشت، تمدنی با این افتخارات چشمگیر بوجود نمی‌آمد؛ بدون این حس، ما نیز همانند سایر موجودات بودیمهمین عطش مهم بودن، و مورد سایر موجودات بودیمهمین عطش مهم بودن، و مورد سایر موجودات بودیمهمین عطش مهم بودن، و مورد