

# HOW TO WIN FRIENDS INFLUENCE PEOPLE PDF

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- WIN PEOPLE TO YOUR WAY OF THINKING. 11. Show respect for the other person's opinions. Never say, "You're wrong." 12. If you are wrong, admit it quickly and emphatically. 13. Begin in a friendly way. 14. Get the other person saying, "Yes, yes" immediately. 15. Let the other person do a great deal of the talking. 16. Let the other person feel that the idea is his or hers.

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