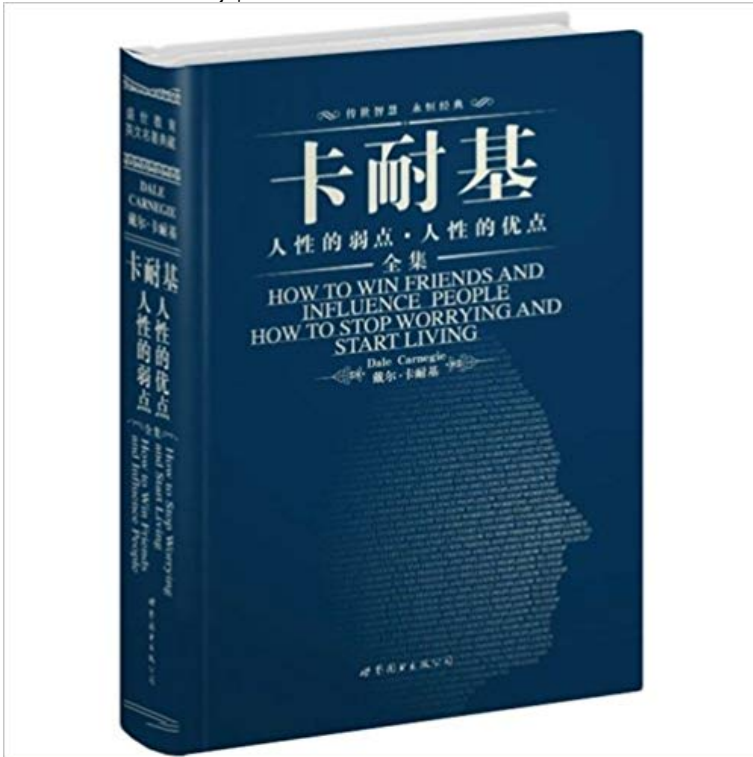


# How to Win Friends and Influence People How to Stop Worrying and Start Living



How to Win Friends and Influence People is one of the first bestselling self-help books ever published. Written by Dale Carnegie and first published in 1937, it has sold 15 million copies globally. Leon Shimkin of the publishing firm Simon & Schuster took one of the 14-week courses given by Carnegie in 1934. Shimkin persuaded Carnegie to let a stenographer take notes from the course to be revised for publication. In 1981 a new revised edition updated the language and updated anecdotes.[2] The revised edition reduced the number of sections from 6 to 4, eliminating sections on effective business letters and improving marital satisfaction. Carnegie says in the preface to How to Stop Worrying and Start Living that he wrote it because he was one of the unhappiest lads in New York. He said that he made himself sick with worry because he hated his position in life, which he attributes to wanting to figure out how to stop worrying.

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