

## <<人性的弱点>>

### 图书基本信息

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前言

How to Win Friends and Influence People was first published in 1937 in an edition of only five thousand copies. Neither Dale Carnegie nor the publishers, Simon and Schuster, anticipated more than this modest sale.

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### 内容概要

人从来就不是一种完美的动物，你克服自身的弱点越多，你拥有的优点也越多；人从来就不是一种个体动物，你懂得人际交往的技巧越多，你生存发展的天地也就越广阔。

了解“人性的弱点”，你就获得了成功所必备的另外85%的能力。

一个成功的人，一定是一个口碑良好，善于与人合作的人，也一定是个深谙“人性弱点”的大智大成者。

正所谓：世事洞明皆学问，做事要求先做人！

本书是卡耐基“人性的弱点”英文原版图书，在提高英文阅读能力的时候亦能让你对人性的弱点有所全面的了解和改进。

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作者简介

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 How This Book Was Written—And Why By Dale Carnegie  
 Nine Suggestions on How to Get the Most out of This Book  
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章节摘录

3 "He Who Can Do This Has the Whole World with Him. He Who Cannot Walks a Lonely Way" I often went fishing up in Maine during the summer. Personally I am very fond of strawberries and cream, but I have found that for some strange reason, fish prefer worms. So when I went fishing, I didn't think about what I wanted. I thought about what they wanted. I didn't bait the hook with strawberries and cream. Rather, I dangled a worm or a grasshopper in front of the fish and said, "Wouldn't you like to have that ?

"Why not use the same common sense when fishing for people ?

That is what Lloyd George, Great Britain's Prime Minister during World War I, did. When someone asked him how he managed to stay in power after the other wartime leaders Wilson, Orlando and Clemenceau had been forgotten, he replied that if his staying on top might be attributed to any one thing, it would be to his having learned that it was necessary to bait the hook to suit the fish. Why talk about what we want ?

That is childish. Absurd. Of course, you are interested in what you want. You are eternally interested in it. But no one else is. The rest of us are just like you: we are interested in what we want.

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### 编辑推荐

《人性的弱点(英文原版)》英文版在全世界销售已经超过几千万册，在亚马逊网站一直高踞畅销书榜，深受广大读者欢迎，成为世界上最持久的优秀成功励志作品。通过《人性的弱点》，既可以学习领悟卡耐基的成功思想，又可以学习地道的美国英语，可谓一举两得。

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