

[Buy-oz Home](#)

Dale Carnegie Training Audio Books

About Dale Carnegie

Dale Breckenridge Carnegie (November 24, 1888 – November 1, 1955) was an American writer and lecturer and the developer of famous courses in self-improvement, salesmanship, corporate training, public speaking and interpersonal skills. Born in poverty on a farm in Missouri, he was the author of *How to Win Friends and Influence People*, first published in 1936, a massive bestseller that remains popular today. He also wrote a biography of Abraham Lincoln, titled *Lincoln the Unknown*, as well as several other books.

Dale Carnegie was an early proponent of what is now called responsibility assumption, although this only appears minutely in his written work. One of the core ideas in his books is that it is possible to change other people's behavior by changing one's reaction to them.

[Dale Carnegie AudioBooks](#)

Born in 1888 in Maryville, Missouri, Dale Carnegie was a poor farmer's boy, the second son of James William Carnagey (b. Indiana, February 1852 – living 1910) and wife Amanda Elizabeth Harbison (b. Missouri, February 1858 – living 1910). In his teens, though still having to get up at 4 a.m. every day to milk it, he managed to get educated at the State Teacher's College in Warrensburg. His first job after college was selling correspondence courses to ranchers; then he moved on to selling bacon, soap and lard for Armour & Company. He was successful to the point of making his sales territory of South Omaha, Nebraska the national leader for the firm.

After saving \$500, Dale Carnegie quit sales in 1911 in order to pursue a lifelong dream of becoming a Chautauqua lecturer. He ended up instead attending the American Academy of Dramatic Arts in New York, but found little success as an actor, though it is written that he played the role of Dr. Hartley in a road show of *Polly of the Circus*. When the production ended, he returned to New York, unemployed, nearly broke, and living at the YMCA on 125th Street. It was there that he got the idea to teach public speaking, and he persuaded the "Y" manager to allow him to instruct a class in return for 80% of the net proceeds. In his first session, he had run out of material; improvising, he suggested that students speak about "something that made them angry", and discovered that the technique made speakers unafraid to address a public audience. From this 1912 debut, the Dale Carnegie Course evolved. Carnegie had tapped into the average American's desire to have more self-confidence, and by 1914, he was earning \$500 - the equivalent of nearly \$10,000 now - every week.

[Dale Carnegie Training](#)

Perhaps one of Dale Carnegie's most successful marketing moves was to change the spelling of his last name from "Carnegey" to Carnegie, at a time when unrelated Andrew Carnegie was a widely revered and recognized name. By 1916, Dale Carnegie was able to rent Carnegie Hall itself for a lecture to a packed house. . Dale Carnegie's first collection of his writings was *Public Speaking: a Practical Course for Business Men* (1926), later entitled *Public Speaking and Influencing Men in Business* (1932). His crowning achievement, however, was when Simon & Schuster published *How to Win Friends and Influence People*. The book was a bestseller from its debut in 1937, in its 17th printing within a few months. . By the time of Carnegie's death, the book had sold five million copies in 31 languages, and there had been 450,000 graduates of his Dale Carnegie Institute. It has been stated in the book that he has criticized over 150,000 speeches in his participation of the adult education movement of the time.

His first marriage ended in divorce in 1931. On November 5, 1944, in Tulsa, Oklahoma, he married Dorothy Price Vanderpool, who also had been divorced. Vanderpool had two daughters; Rosemary, from her first marriage, and Donna Dale from their marriage together.

Though it has been stated that Dale Carnegie died of uremia, it is widely rumored that he died at age 66 by committing suicide. The rumor began because another author, Irving Tressler, wrote "How to Lose Friends and Alienate People" as an unauthorized parody of the classic Dale Carnegie book. Mr. Tressler later committed suicide and was confused with Dale Carnegie himself. The official biography from Dale Carnegie & Associates, Inc. states that he died of Hodgkin's disease on November 1, 1955. He died at Forest Hills, New York, and was buried in the Belton, Cass County, Missouri cemetery.

[Dale Carnegie Training in New Zealand](#)

The Dale Carnegie Course is a program for businesses based on Carnegie's teachings used worldwide. It was founded in 1912 and is represented in over 75 countries. Approximately 7 million people have completed Dale Carnegie Training.

Books

- * *Public Speaking and Influencing Men In Business*. Association Press.
- * *How to Win Friends and Influence People*. A self-help book about interpersonal relations. Simon and Schuster.
- * *How to Stop Worrying and Start Living*. A self-help book about stress management. Simon & Schuster.
- * *Lincoln the Unknown* by Dale Carnegie. A biography of Abraham Lincoln. Dale Carnegie & Associates, Inc.
- * *The Quick and Easy Way to Effective Speaking*. Principles and practical implementation of expressing oneself before groups of people. Dale Carnegie & Associates, Inc.
- * *The Leader In You*. How to Win Friends, Influence People, and Succeed in a Changing World
- * *The Dale Carnegie Scrapbook*, edited by Dorothy Carnegie. A collection of quotations that Dale Carnegie found inspirational interspersed with excerpts from his own writings. Simon and Schuster.

- * How To Develop Self-Confidence and Influence Others Through Public Speaking.
- * Managing Through People. The application of Dale Carnegie's principles of human relations to management. Simon and Schuster.

[Dale CD Course AUDIOBOOK Leadership](#)

Dale Carnegie Leadership Mastery Course AUDIOBOOK CD

New

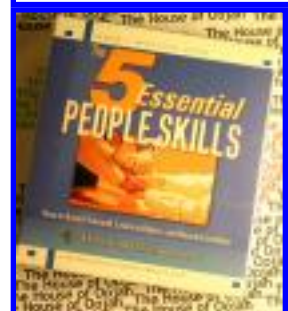


Dale Carnegie Leadership Mastery Course by Dale Carnegie - A Classic Audio Book - Unabridged How to Challenge Yourself and Others to Greatness Get Other Dale Carnegie Training Audio Books [click here](#) The Dale Carnegie Leadership Mastery Course - AudioBook CD Brand New (still shrink wrapped): 6 hours 6 CDs In a world quickly becoming more virtual human relations skills are being lost -- along with the skill of leadership. When you develop your leadership ability through The Dale Carnegie Leadership Mastery Course you'll learn to be flexible adaptable and trustworthy as well as a tough and decisive distributor of power. Learn all the secrets of leadership mastery: * Gain the respect and admiration [click here.....](#)

[New CD Carnegie](#)

5 Essential People Skills - Dale Carnegie

AUDIOBOOK CD New



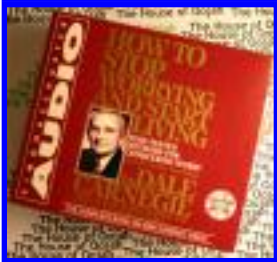
The 5 Essential People Skills Dale Carnegie Training How to Assert Yourself Listen to Others and resolve conflicts Get Other Dale Carnegie Training Audio Books [click here](#) The 5 Essential People Skills - Dale Carnegie Training - AudioBook CD Brand New (still shrink wrapped):

Unbridged 6CDs 6 hours How to Assert Yourself Listen to Others and resolve Conflicts Have you ever walked away from a conversation full of doubts and insecurities? Do you feel as if you've lost a little ground after every staff meeting? Most of us are either too passive or too aggressive in our business life and we end up never getting the support recognition or respect that we desire. The business leaders and trainers from [extra info.....](#)

[NEW Worrying Audio Carnegie CD Start Dale How Book Stop](#)

How to Stop Worrying and Start Living

- Dale Carnegie Audio Book NEW CD



How to Stop Worrying and Start Living by Dale Carnegie Time -Tested Methods for Conquering Worry Get Other Dale Carnegie Traing Audio Books click here How to Stop Worrying and Start Living - by Dale Carnegie - AudioBook CD Brand New (still shrink wrapped): 9 CDs Dale Carnegie's perennial classic How to Stop Worrying and Start Living Through Dale Carnegie's seven-million-copy bestseller recently revised millions of people have been helped to overcome the worry habit. Dale Carnegie offers a set of practical formulas you can put to work today -- formulas that will last a lifetime! Discover how to: * Eliminate fifty percent of business worries immediately * Reduce financial worries * Turn critic [find out more.....](#)

http://en.wikipedia.org/wiki/Neuro-linguistic_programming

<http://nlp.stanford.edu/>

<http://www2.hawaii.edu/~lady/archive/>

[CARNEGIE Audio Influence Book CD Win](#)

How to Win Friends and Influence People

DALE CARNEGIE Audio Book CD



How to Win Friends and Influence People by Dale Carnegie - A Classic Audio Book - Unabridged Get Other Dale Carnegie Traing Audio Books click here How to Win Friends and Influence People - Dale Carnegie - AudioBook CD Unabridged Brand New (still shrink wrapped): 7 hours 8 CDs UNABRIDGED: YOU 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! For more than sixty years the rock-solid time-tested advice in this book has carried thousands of now famous people up the ladder of success in their business and personal lives. Now this previously revised and updated bestseller is available in trade [more details.....](#)

[Unforgettable New Yourself Dale AUDIOBOOK CD Carnegie Make](#)

Make Yourself Unforgettable - Dale Carnegie AUDIOBOOK

CD New



Make Yourself Unforgettable Dale Carnegie - Class Act System - Dale Carnegie Training Get Other Dale Carnegie Traing Audio Books click here Make Yourself Unforgettable - Dale Carnegie Training - AudioBook CD Brand New (still shrink wrapped): 6 CDs About Make Yourself Unforgettable Become the kind of person EVERYONE remembers and NO ONE can resist! Whether you're competing for a job a candidate a contract a client or anything else of value there's nothing more critical to your success than your ability to stand out as a uniquely qualified valuable appealing individual - someone whom other people really want to work with work for know and help. And nothing will set you apart make people notice [more details.....](#)

<http://www2.hawaii.edu/~lady/archive/>

<http://www.inspiritive.com.au/nlp.htm>

<http://www.nlp.com.au/>

More about Dale Carnegie

Perhaps the most well-known author in the field of communication and public speaking, Dale Carnegie was born into poverty on a small farm in Maryville Missouri. Devoted to public speaking from his teen years, he was active in debate in high school. Carnegie attended Warrensburg (Mo.) State Teachers College, and became a salesman for Armour and Company in Nebraska. Moving to New York City in pursuit of an acting career, he gave classes in public speaking at the Young Men's Christian Association. Soon he was developing courses on his own, and writing pamphlets that he would eventually publish as books. Carnegie believed that the quickest way to develop self-esteem is through public speaking.

"You'll never achieve
real success unless
you like what
you're doing."
--Dale Carnegie

In the early 1930s he was known for his books and a radio program. When he published *How to Win Friends and Influence People* in 1930, it enjoyed immediate success and would become one of the best-sellers of all time, selling more than 10 million copies in many languages. This led to demand for him as a lecturer and writer: he began a syndicated newspaper column and organized the Dale Carnegie Institute for Effective Speaking and Human Relations, with branches all over the world. He lived to see the day when his name became virtually synonymous with the very kind of self-help-to-success that he promoted.

[Dale Carnegie Training](#)

Dale Carnegie loved to teach others how to become successful. His rock-solid, time-tested advice has helped many now-famous people to climb the ladder of success. *How to Win Friends and Influence People* remains one of the best-sellers of all time, because of its colorful illustrative stories and simple, well-phrased rules. Two of Dale Carnegie's most famous maxims are, "Believe that you will succeed, and you will," and "Learn to love, respect and enjoy other people." Dale Carnegie died in 1955 at the age of 67.

[site map](#)

