

DALE CARNEGIE

tells you

**How to Develop
Self-Confidence
and Influence
People by**



PUBLIC SPEAKING

You can win recognition, a better job and a bigger income by following the hundreds of hints and techniques recorded in this book. They have been selected and condensed by Dorothy Carnegie from DALE CARNEGIE'S \$3.50 best seller, *Public Speaking and Influencing Men in Business*.

**A
CARDINAL
EDITION**

HOW TO DEVELOP SELF-CONFIDENCE
AND INFLUENCE PEOPLE BY
PUBLIC
SPEAKING

by
DALE CARNEGIE

Selected and
condensed by Dorothy Carnegie from
PUBLIC SPEAKING AND INFLUENCING
MEN IN BUSINESS by Dale Carnegie



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Contents

| <i>Chapter</i> | <i>Page</i> |
|--|-------------|
| 1. Developing Courage and Self-Confidence | 1 |
| 2. Self-Confidence Through Preparation | 16 |
| 3. How Famous Speakers Prepared Their Addresses | 35 |
| 4. The Improvement of Memory | 53 |
| 5. Essential Elements in Successful Speaking | 75 |
| 6. The Secret of Good Delivery | 86 |
| 7. Platform Presence and Personality | 103 |
| 8. How to Open a Talk | 121 |
| 9. How to Close a Talk | 140 |
| 10. How to Make Your Meaning Clear | 155 |
| 11. How to Interest Your Audience | 172 |
| 12. Improving Your Diction | 187 |
| <i>Appendix: Speech Building, with Exercises</i> | 206 |

DALE CARNEGIE

shows you how to:

- 1 • Develop poise
- 2 • Gain self-confidence
- 3 • Improve your memory
- 4 • Make your meaning clear
- 5 • Begin and end a talk
- 6 • Interest and charm your audience
- 7 • Improve your diction
- 8 • Win an argument without making enemies

PLUS hundreds of other practical and valuable ways to influence the most important people in your life: your friends, your customers, your business associates, your employers.

The information in this book has been tested and used successfully by more than **700,000** students in the world-famous Dale Carnegie Course in Effective Speaking and Human Relations. A coupon is included which entitles you, or any member of your family, to a free lesson without further obligation at the Dale Carnegie school nearest your home.

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EDITION



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