

<<卡耐基人性的弱点人性的优点全集>>

图书基本信息

书名：<<卡耐基人性的弱点人性的优点全集>>

13位ISBN编号：9787506294812

10位ISBN编号：7506294818

出版时间：2009-5

出版时间：上海世界图书出版公司

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页数：498

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## 前言

世界文学名著表现了作者描述的特定时代的文化。阅读这些名著可以领略著者流畅的文笔、逼真的描述、详细的刻画，让读者如同置身当时的历史文化之中。

为此，我们将这套精心编辑的“名著典藏”奉献给广大读者。

我们找来了专门研究西方历史、西方文化的专家学者，请教了专业的翻译人员，精心挑选了这些可以代表西方文学的著作，并听取了一些国外专门研究文学的朋友的建议，不删节、不做任何人为改动，严格按照原著的风格，提供原汁原味的西方名著，让读者能享受纯正的英文名著。

随着阅读的展开，你会发现自己的英语水平无形中有了大幅提高，并且对西方历史文化的了解也日益深入广阔。

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书籍目录

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

章节摘录

Frederick S. Parsons, an income tax consultant, had been disputing and wrangling for an hour with a government tax inspector. An item of nine thousand dollars was at stake. Mr. Parsons claimed that this nine thousand dollars was in reality a bad debt, that it would never be collected, that it ought not to be taxed. "Bad debt, my eye!" retorted the inspector. "It must be taxed." "This inspector was cold, arrogant and stubborn," Mr. Parsons said as he told the story to the class. "Reason was wasted and so were facts... The longer we argued, the more stubborn he became. So I decided to avoid argument, change the subject, and give him appreciation. "I said, I suppose this is a very petty matter in comparison with the really important and difficult decisions you're required to make. I've made a study of taxation myself. But I've had to get my knowledge from books. You are getting yours from the firing line of experience. I sometimes wish I had a job like yours. It would teach me a lot. I meant every word I said. "Well." The inspector straightened up in his chair, leaned back, and talked for a long time about his work, telling me of the clever frauds he had uncovered. His tone gradually became friendly, and presently he was telling me about his children. As he left, he advised me that he would consider my problem further and give me his decision in a few days. "He called at my office three days later and informed me that he had decided to leave the tax return exactly as it was filed." This tax inspector was demonstrating one of the most common of human frailties. He wanted a feeling of importance; and as long as Mr. Parsons argued with him, he got his feeling of importance by loudly asserting his authority. But as soon as his importance was admitted and the argument stopped and he was permitted to expand his ego, he became a sympathetic and kindly human being. Buddha said: "Hatred is never ended by hatred but by love," and a misunderstanding is never ended by an argument but by tact, diplomacy, conciliation and a sympathetic desire to see the other person's viewpoint. Lincoln once reprimanded a young army officer for indulging in a violent controversy with an associate. "No man who is resolved to make the most of himself," said Lincoln, "can spare time for personal contention."

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