

Betts Recruiting Book Club Discussion:

How to Win Friends and Influence People, by Dale Carnegie

1. To begin, which of Dale Carnegie's personal stories were most entertaining/touching to you? Discuss in entire group, not small groups. (This question is mainly posed to get everyone's memories up and running).
2. Which pieces of advice within this book are you best at/worst at/looking to improve upon? Discuss.
3. In reading this book, were you able to relate it to your work at Betts? If so, how? Discuss.
4. Do you disagree with anything that Dale Carnegie writes? Why? Discuss.
5. In following Carnegie's advice, would it come naturally to you specifically? Why or why not? Discuss.
6. Would the world/workforce be better or worse if everyone followed this framework? Discuss.