

How to Win Friends and Influence People--- Dale Carnegie

At first glance, you may be reluctant to pick up this book. It has been in print for 75 years- it may seem very outdated. It also seems like another “how to manipulate” to get what you want type title. But many business and leadership articles refer to this book and for good reason. **It is timeless.** It simply states some of the most basic skills needed to interact successfully with people and create a positive work and life environment. This book is an easy read, meant to be read in short increments and with intervals in between for reflections. It is full of historical examples of why “smiling” can change the outcome of a situation, how a simple compliment can change a life and leadership concepts that remain at the top of most leadership books today.

When to Read: If you simply feel burned out or like you need a change in outlook pick this up. It’s also a great book to read as you start a new job or stage in your career.

Pros: Simple to read with great thought provoking examples. Good for a group book discussion.

Cons: Lacking in some modern examples. Need to be in a growth mindset to get the most out of the book.

How it applies to women in orthopaedics: Often women surgeons have to balance being a leader in a room, often when stakes are high. This book is full of techniques that women are often known to do at baseline but can sometimes be viewed as “soft” leadership techniques. Most of the examples are about males using these techniques to succeed in life. While it lacks in female examples, it shows that some of the techniques women are often inclined to use when interacting with people have actually been used for 75 years in the business world to be successful.

Overall: Great read for starting new phases in your life and as an accountability guide for reflection on personal interactions with people.