

**“People support a world
they helped create.”**

— Dale Carnegie



Look around you at successful business people, world leaders, professional athletes and entertainers. You'll find a disproportionately high number of Dale Carnegie Course® graduates.

The Dale Carnegie Course® has transformed the careers of over 7 million graduates. And now we want to help you join the ranks of the world's most successful people.

This course will power you to move far beyond your comfort zone as you stretch for and attain ambitious new goals. It will also teach you the 5 Drivers of Success:

- Build Greater Self-Confidence
- Strengthen People Skills
- Enhance Communication Skills
- Develop Leadership Skills
- Reduce Stress and Improve our Attitude

WHAT OUR CUSTOMERS ARE SAYING

“With Dale Carnegie skills, I get to the points of agreement faster. This helps me deal with issues that may keep my product from shipping and has increased my productivity by 70%.”

— Program Manager

Visit our website at:

www.DaleCarnegieNW.com

The vast majority of Dale Carnegie Training® local franchising organizations in the U.S. have been accredited by the Accrediting Council for Continuing Education and Training (ACCET).

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DALE CARNEGIE COURSE® SKILLS FOR SUCCESS

Process

After this program, you will be able to:

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| 1. Build a Foundation for Success | • Connect with other professionals and achieve breakthrough goals |
| Recall and Use Names | • Apply a proven process to recall names & facts |
| 2. Build on Memory Skills & Enhance Relationships | • Utilize proven processes to build trust and strengthen relationships |
| Increase Self-Confidence | • Use your experiences to communicate more confidently |
| 3. Put Stress in Perspective | • Handle stress before it handles you |
| Enhance Relationships and Motivate Others | • Build trust and persuasively communicate so people are moved to action |
| 4. Make Our Ideas Clear | • Communicate logically, clearly, and concisely |
| Energize Our Communication | • Become more animated to energize and engage listeners |
| 5. Disagree Agreeably | • Explore methods to minimize resistance and maximize team innovation |
| Gain Willing Cooperation and Influence Others | • Create a “all win” environment while increasing commitment |
| 6. Manage Our Stress | • Increase your ability to manage worry and stress |
| Develop More Flexibility | • Use flexibility to build connections and create positive change |
| 7. Build Others Through Recognition | • Give positive feedback on the strengths in others to build better results |
| Inspire Others | • Inspire others to take action |
| 8. Demonstrate Leadership | • Change people's attitudes and behaviors for the better |
| Celebrate Achievements & Renew Our Vision | • Identify major successes and commit to continuous improvement |

Time Commitment: One 3½ hour session each week for 8 weeks

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