

**“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](http://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:
1. Build a Foundation for Success	<ul style="list-style-type: none"> <li>• Connect with other professionals and achieve breakthrough goals</li> </ul>
Recall and Use Names	<ul style="list-style-type: none"> <li>• Apply a proven process to recall names &amp; facts</li> </ul>
2. Build on Memory Skills & Enhance Relationships	<ul style="list-style-type: none"> <li>• Utilize proven processes to build trust and strengthen relationships</li> </ul>
Increase Self-Confidence	<ul style="list-style-type: none"> <li>• Use your experiences to communicate more confidently</li> </ul>
3. Put Stress in Perspective	<ul style="list-style-type: none"> <li>• Handle stress before it handles you</li> </ul>
Enhance Relationships and Motivate Others	<ul style="list-style-type: none"> <li>• Build trust and persuasively communicate so people are moved to action</li> </ul>
4. Make Our Ideas Clear	<ul style="list-style-type: none"> <li>• Communicate logically, clearly, and concisely</li> </ul>
Energize Our Communication	<ul style="list-style-type: none"> <li>• Become more animated to energize and engage listeners</li> </ul>
5. Disagree Agreeably	<ul style="list-style-type: none"> <li>• Explore methods to minimize resistance and maximize team innovation</li> </ul>
Gain Willing Cooperation and Influence Others	<ul style="list-style-type: none"> <li>• Create a “all win” environment while increasing commitment</li> </ul>
6. Manage Our Stress	<ul style="list-style-type: none"> <li>• Increase your ability to manage worry and stress</li> </ul>
Develop More Flexibility	<ul style="list-style-type: none"> <li>• Use flexibility to build connections and create positive change</li> </ul>
7. Build Others Through Recognition	<ul style="list-style-type: none"> <li>• Give positive feedback on the strengths in others to build better results</li> </ul>
Inspire Others	<ul style="list-style-type: none"> <li>• Inspire others to take action</li> </ul>
8. Demonstrate Leadership	<ul style="list-style-type: none"> <li>• Change people's attitudes and behaviors for the better</li> </ul>
Celebrate Achievements & Renew Our Vision	<ul style="list-style-type: none"> <li>• Identify major successes and commit to continuous improvement</li> </ul>

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

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