

The Bottom Line...

The Dale Carnegie Course, Delivers Results



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|--|---|--|--|--|
| <p>Automotive
Audi
BMW AG (Wallis Motors RT)
Ford Motor Company
General Motors Acceptance Corp.
Mercedes-Benz
Porsche AG
Toyota Astra Motor</p> <p>Communication & Information Systems
ABC Cable Networks Group
Alcatel Indonesia
Aspect Communications
AT&T
Comcast
Cox Communications
Standard & Poor's
Telmex
Time Warner Cable
Verizon
WESTEL Mobile Telecommunication Co.</p> <p>Education
Colorado State University
Fordham University
Harvard University
London Business School
Pennsylvania State University
Universitas Surabaya
Universidade Potiguar
Washington State University</p> <p>Energy Services
Alstom
BP Chemicals
Chevron Energy Solutions
ExxonMobil</p> | <p>Kuwait Oil Company
Pilipinas Shell Petroleum</p> <p>Financial & Insurance Services
ABN AMRO Bank
AEGON Insurance Co.
Al Rajhi Bank
AutoOne Insurance
Axa Insurance
Ahold USA
Allstate Insurance Company
Banco de México
Bank of America
Bank Central Asia
Bank of Tokyo-Mitsubishi UFJ
Cigna Health Insurance
Citigroup
Commercial Bank of Kuwait (CBK)
Deloitte LLP
Empire BlueCross BlueShield
Equitas
Farmers Insurance Group
JPMorgan Chase
Merrill Lynch
Municipal Credit Union
Navy Army Community Credit Union
Nordea Bank Sverige
Progressive Corporation
Sovereign Bank
State Bank of India</p> <p>Food & Beverage
Anheuser-Busch
Campbell Soup Company
Cargill
Coca-Cola Enterprises
Coors Brewing Company
Frito-Lay</p> | <p>Hormel Foods
Interbrew
Nestle Purina AB
Pepperidge Farm, Inc.
Sara Lee Corporation
Stanfilco Division of Dole Philippines
Unilever</p> <p>Healthcare & Pharmaceuticals
AstraZeneca
Sanofi-Aventis U.S. LLC
BAYADA Nurses
Boulder Community Hospital
Bristol-Myers Squibb
Dankos Laboratories Tbk
Evans Vaccines Ltd
GlaxoSmithKline
IDEXX
Jacob Healthcare
Johnson & Johnson
Kwong Wah Hospital
Laboratorium Klinik Prodia</p> <p>Hospitality
Argosy Casino Hotel & Spa
Dwidaya Tour & Travel
Four Seasons Hotel Las Vegas
Hampton Inn & Suites
InterContinental Buenos Aires
The Kahala Hotel and Resort
Radisson Hotels</p> <p>Manufacturing & Shipping
Adidas
Alcan Packaging
Baker Concrete Construction
Caterpillar, Inc.
Delami Garment Industries</p> | <p>DuPont Indonesia
Hitachi Metals America, Ltd.
Hong Kong Oxygen & Acetylene Co. Ltd
Hunter Douglas
Ingeniería Gastronómica
International Trucks
JanPak
John Deere
Lear Corporation
Liz Claiborne
Mitsui O.S.K. Lines, Ltd.
Philip Morris International
Sappi UK
Securitas
Star Shipping Argentina S.A.
Synthes
Tetra Pak PT
Thomas & Betts
Tirtha RIA
USA Screen Printing
3M Company</p> <p>Retail
Ace Hardware
Best Buy
Costco Wholesale
Domino's Pizza
Dunkin' Donuts
Enterprise Rent-A-Car
The Home Depot
McDonald's Corporation
Radco Food Stores
Staples
Target Corporation
T.J. Maxx
Walmart
Wawa</p> | <p>Service Companies
1-800-Flowers.com
ADT Security Services
American Dental Service
American Heart Association
American Red Cross
ARAMARK
BBC Worldwide
Chicago Bulls
Cinecolor Argentina
Finning International, Inc. (Canada)
Hapag-Lloyd
HDR Inc
Manpower
Manchester City Football Club
March of Dimes
Northrop Grumman
NYC Transit
Reed & Mackay Travel Ltd
Thomson Learning Iberoamerica
United States Postal Service
United Water
United Way Worldwide
US Coast Guard
US Navy
UNICEF</p> <p>Technology
Apple
Binatone Global
Ciudad Internet
IBM
Intel
Microsoft
Oracle
VoxCom
WebMD</p> |
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Case Study

Customer

Keurig Green Mountain

Type of Business

Specialty Coffee/Wholesale Retail

Number of Employees 6,000+

“Our business aim in working with Dale Carnegie was really to empower our individuals so they had the confidence to step forward, speak up, participate, and take charge of their lives and their careers.”

- Bob Stiller, Founder, Keurig Green Mountain

Challenge:

Keurig Green Mountain, after enjoying steady success in its core market, decided it would begin expansion efforts. In order to safeguard its culture and prepare its employees for the challenges ahead, it needed to step up its training initiatives.

Solution:

The Dale Carnegie Course would immerse Keurig Green Mountain employees in a rigorous time-phased training curriculum that balanced individualized coaching with group training. During the course participants engaged in a continuous cycle of improvement, during which they transitioned between the classroom and the workplace, putting principles into practice and getting feedback from their peers.

Results:

Advances in innovation and idea sharing have led to a proliferation of breakthrough projects and creative ideas that have helped improve efficiency and continue steady expansion.

Dale Carnegie Course



dalecarnegie.com

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Your Path to Personal and Professional Success.

When you look at successful people, what do you see? Confidence. Competence. Enthusiasm. They're engaged in all aspects of their work and life, inspiring others as they lead by example.

The Dale Carnegie Course will help you master the human relations skills that enable you to thrive in any setting. You'll discover how to form closer, more rewarding relationships built on trust and respect. Increasing your confidence and competence in interacting with others will gain the influence you need to reach new heights in your personal and professional life.

As you become a persuasive communicator and problem-solver more adept at managing stress and handling change, you'll find yourself inspiring others to take initiative and innovate.

The Dale Carnegie Course will help you master the communication skills necessary in today's demanding business environment. You will learn to strengthen interpersonal relationships and develop a commanding attitude, instilling confidence and enthusiasm in your workplace.

Does the experience make a difference? Clients say yes. You'll see the results as you stretch your abilities, tackle complex challenges, expand your ingenuity, and excel in building team harmony. The Dale Carnegie Course will focus your energy to become a more effective communicator, securing your place as a valued contributor in your organization.

What We Will Cover

- Recalling and using names
- Building on memory skills and enhancing relationships
- Cultivating lasting relationships
- Inspiring others
- Presenting ideas clearly and concisely
- Handling conflict diplomatically
- Power of persuasion
- Managing stress
- Adapting to different communication styles
- Demonstrating leadership
- Importance of celebrating achievements



Learn How To

- Use a proven process to recall names and facts
- Communicate more confidently
- Build trust and persuade people to take action
- Project an enthusiastic attitude
- Communicate logically, clearly and concisely
- Energize and engage listeners
- Create a safe and caring environment
- Manage stress and minimize worry
- Strengthen relationships
- Give constructive feedback that empowers others
- Encourage positive thinking
- Identify and reward successes
- Commit to continuous improvement

Who Should Attend

Professionals at all levels who wish to optimize their performance, lead with conviction and positively affect the bottom line.

Format

Twelve Weeks, Eight Weeks or Three Days

Dale Carnegie Course

For the most up-to-date listing of class schedules and for more information, please visit us online at: dalecarnegie.com