



**Leadership Training for Results:
Unleash Talent in Others™**

**Dale
Carnegie®**

Leadership Training for Results: Unleash Talent in Others™

Employees are looking to you. They are looking to you as their manager to solve problems, guide them through change, and grow their careers. Employees are looking to you to inspire and instill confidence, all while facilitating teamwork and collaboration. They need you to empower them to get the work done and engage them so they go the extra mile. Your employees need a lot! The demand is tremendous! That means to be a successful leader in today's workplace you must bring the right set of skills and attitudes to engage, retain, and achieve results through your team.

Dale Carnegie's unique relationship-centered approach to leadership development provides you with a comprehensive toolkit that will help you become the type of leader required in today's workforce. This program combines the crucially important hard skills and proven behaviors that leaders need, while also focusing on adopting the right attitudes required to be an engaging leader.

Get the full set of capabilities that you need, and work through Dale Carnegie's Leadership Success Model to get the most out of your team. Join us for *Leadership Training for Results: Unleash Talent in Others™*.





Leadership Competencies Covered

Self-Aware

- Confident

Accountability

- Honesty and Integrity
- Manages Progress Towards Goals
- Makes Effective Decisions

Others-Focused

- Inspiring
- Effectively Communicates
- Fosters Teamwork and Collaboration
- Fosters Employee Engagement
- Facilitates Change
- Works Cooperatively

Strategic

- Innovative
- Solves Problems
- Forward-Focused

Who Should Attend

Leaders and managers who have experience and want to take the capabilities and performance of themselves and their teams to the next level to improve their results.

Format

3 Days or 8 Weeks

Leadership Training for Results: Unleash Talent in Others

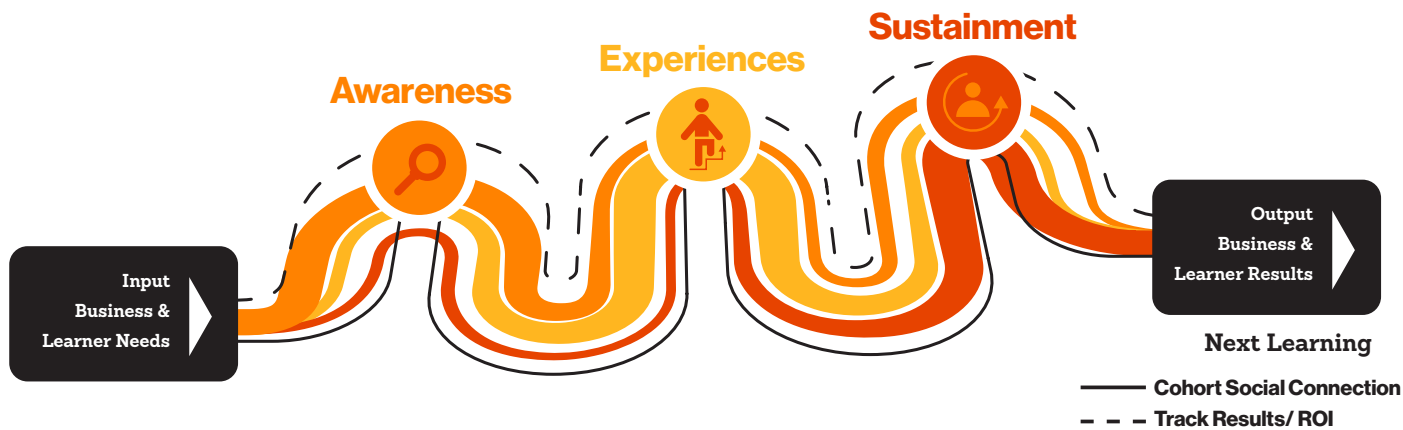
For the most up-to-date listing of class schedules and more information, please visit us online at:

dalecarnegie.com

Performance Change Pathway®

The Dale Carnegie Design and Delivery Framework

The Dale Carnegie experience engages learners from the initial contact through follow-up and provides support to reinforce key behaviors. Our methodology supports the development of skills and habits needed to sustain performance change. We believe that the emotional shift is as important as the behavior shift. That's why our Performance Change Pathway® shows our deliberate approach to creating training programs that drive improved performance.



Dale Carnegie's Performance Change Pathway encompasses five key components: Input, Awareness, Experiences, Sustainment, and Output. We know that these components are essential to the design and delivery of our programs. They formulate a continuous learning path for participants to drive organizational results.

The Bottom Line ...

Leadership Training for Results: Unleash Talent in Others Delivers Results

Automotive

Audi
Ford Motor Company
Ally Financial Inc.
Mercedes-Benz
Porsche AG
Toyota Astra Motor

Communication & Information Systems

ABC Cable Networks Group
Alcatel Indonesia
Aspect Communications
AT&T
Comcast
Cox Communications
Standard & Poor's
Telmex
Verizon

Energy Services

Alstom
BP Chemicals
Chevron Energy Solutions
ExxonMobil
Kuwait Oil Company
Pilipinas Shell Petroleum

Financial & Insurance Services

ABN AMRO Bank
AEGON Insurance Co.
Al Rajhi Bank
AutoOne Insurance
Axa Insurance
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)
Empire BlueCross BlueShield
Equitas
Farmers Insurance Group
JPMorgan Chase
Merrill Lynch
Municipal Credit Union
NavyArmy Community Credit Union
Nordea Bank Sverige
Progressive Corporation
Sovereign Bank
State Bank of India

Food & Beverage

Anheuser-Busch
Campbell Soup Company
Cargill
Coca-Cola Enterprises
Coors Brewing Company
Frito-Lay
Hormel Foods
Interbrew
Nestle Purina AB
Pepperidge Farm, Inc.
Sara Lee Corporation
Stanfield Division of Dole Philippines
Unilever

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

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

Manufacturing & Shipping

Adidas
Alcan Packaging
Baker Concrete Construction
Caterpillar, Inc.
Delami Garment Industries
DuPont Indonesia
Hapag-Lloyd
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.
Northrop Grumman
Philip Morris International
Sappi UK
Securitas
Star Shipping Argentina S.A.
Synthes
Tetra Pak PT
Thomas & Betts
Tirtha RIA
USA Screen Printing
3M Company

Retail

Ace Hardware
Ahold USA
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

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
Deloitte LLP
Finning International, Inc. (Canada)
HDR Inc
Manpower
Manchester City Football Club
March of Dimes
NYC Transit
Reed & Mackay Travel Ltd
Thomson Learning Iberoamerica
United States Postal Service
United Water
United Way Worldwide
US Coast Guard
US Navy
UNICEF

Technology

Apple
Binatone Global
Ciudad Internet
IBM
Intel
Microsoft
Oracle
VoxCom
WebMD



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