



Dale Carnegie Unlimited – a Live Online Subscription



Dale Carnegie Unlimited

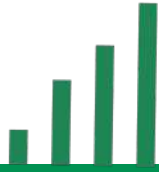
- a Live Online Subscription

Live Online Training, In-the-Moment Coaching, and Customizable Learning Certificates for Your Employees

Dale Carnegie Unlimited equips teams with Dale Carnegie's virtual instructor-led skill development library and online training programs through a convenient subscription and flexible course schedule.

Dale Carnegie Unlimited delivers a flexible, simple, and holistic learning experience customized to meet your team where they're at in their learning journey, empower top-tier organizational performance at scale, and maximize your company's ability to exceed its goals through collaborative, live online learning experiences.

Dale Carnegie Unlimited – a Live Online Subscription



Sales Access

The Dale Carnegie® sales philosophy is established on a foundation of building trust and strengthening client relationships. It provides structure to help a novice salesperson start strong and a veteran navigate current and future leading practices. The **Sales Access** provides practical tools to connect, collaborate, create solutions unique to each buyer, gain confirmation, and secure commitment at all points in the sales cycle.



Customer Service Access

With an emphasis on the skills needed to build external and internal relationships, our **Customer Service Access** tackles issues such as how people can exceed customer expectations, initiate new services to generate add-on and cross-selling opportunities, and leverage industry-wide "best practices" to strengthen customer ties. Companies tell us the training brings measurable gains in improved service quality, better resolution of customer conflict, and increased customer loyalty.



Professional Access

The **Professional Access** helps your organization master the human relations skills that enable you to thrive in any environment. You'll discover how to form closer, more rewarding relationships built on trust and respect. Increasing confidence and competence in interacting with others will gain the influence your organization needs to reach new heights, all without leaving your home or office. As your teams become persuasive communicators and problem-solvers more adept at managing stress and handling change, they will be inspiring each other to take initiative and innovate.



Leadership Access

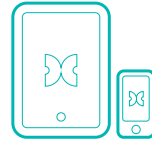
This **Leadership Access** focuses on the essential skills necessary to build strong teams and equip new leaders with the right attitudes to step up and take charge. This is specifically designed to address the challenges that front line leaders face, to help them change their mindset, and to give them confidence with proven strategies and tools that are used by the most successful leaders.

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Executive Access

Leaders who demonstrate certain principles create an environment where people are motivated, not forced, to bring their best to work and to their jobs. Champion leaders strategically align organizational objectives with individual development goals so that both roads lead to breakthrough performance. With the **Executive Access** your leadership team will morph from leaders of yesterday's outdated methods to visionary leaders who inspire, energize and innovate to meet tomorrow's challenges.



Access +Plus

Now you can add one Dale Carnegie Core program to any of the following subscriptions – Sales, Customer Service, Professional, Leadership, and Executive. The Dale Carnegie Core programs are:

- The Dale Carnegie Course / Effective Communication & Human Relations
- Develop Your Leadership Potential
- Leadership Training for Results
- Winning with Relationship Selling



Unlimited Access

It does not matter how diverse the needs for upskilling your teams are or how ambitious is your people development plan; **Unlimited Access** opens up our full library of certificates pathways. Not only will you have the benefit and flexibility of taking advantage of all our access pathways, but it comes at a significant budget saving value.



Custom Access

If you are looking for a customized approach, with **Custom Access** we will consult with you and tailor a certificate pathway that best aligns with your performance objectives and your people development journeys.

Dale Carnegie Unlimited – a Live Online Subscription



Private Access

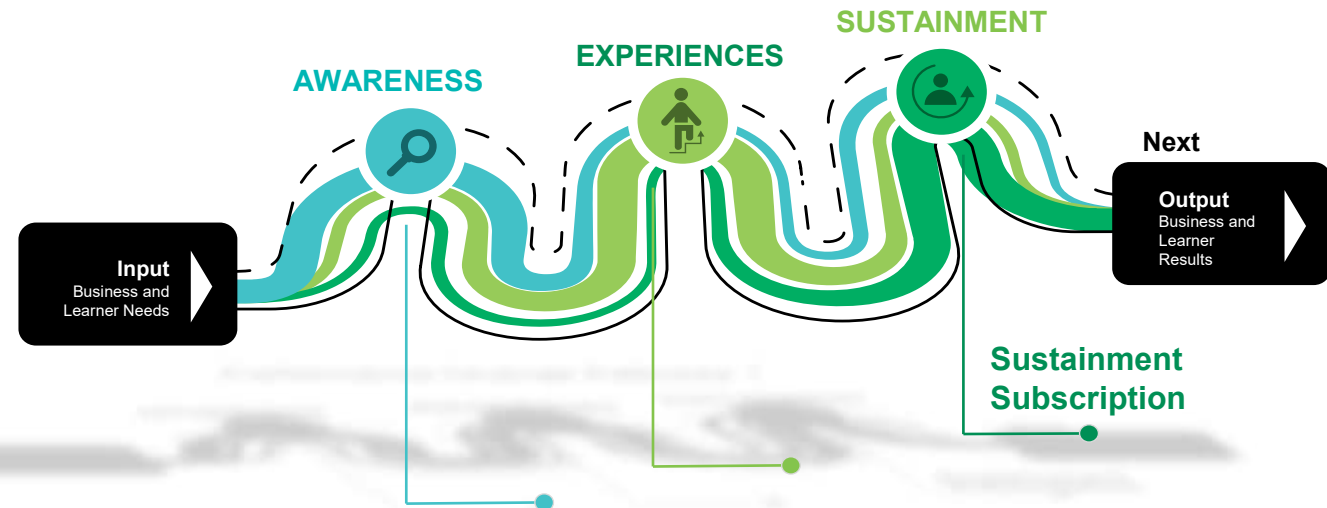
If you are looking for a private exclusive approach, with **Private Access** we will consult with you and tailor a certificate pathway that best aligns with your performance objectives and your people development journeys. This will be delivered exclusively for your organization and team.



Sustainment

As a participant of a Dale Carnegie core program there is always the need to maintain and to continue sharpening your recently developed skills. These subscription packages are designed specifically to sustain your learning experience for a full year after graduation. These programs are bundled together to increase the retention from your Dale Carnegie program.

Performance Change Pathway®





Sales Access

Sales Essentials

- Appeal to Buyer Motives to Closer More Sales (1 hour)
- Cross and Upselling (3 hours)
- Compelling Sales Presentations (3 hours)
- How to Cold Call and Win New Customers (3 hours)
- Negotiations: A Human Relations Approach (2 hours)
- Present to Persuade (1 hour)

Sales Effectiveness

- Dream Big Focus Small, Achieve Smarter Goals (1 hour)
- How to Present Online (1 hour)
- Virtual Meetings that Engage (2 hours)
- Goal Setting and Accountability (2 hours)
- Create Your Work-Life Breakthrough (1 hour)
- Communicate Effectively (2 hours)
- Disagree Agreeably (1 hour)
- Time Management: Organize and Prioritize to Increase Your Productivity (1 hour)
- Present with Impact (1 hour)
- Present Complex Information (1 hour)
- The Art of Storytelling (2 hours)

Trusted Advisor

- Trusted Advisor Bootcamp (12 hours)



3 Badges



40 Hours

Customer Service Access



Customer Service Essentials

- Attitudes for Service (3 hours)
- Manage Customer Expectations (3 hours)
- Transforming Customer Complaints into Opportunities (3 hours)
- Outstanding Customer Service (1 hour)

Customer Service Effectiveness

- Time Management: Organize and Prioritize to Increase Your Productivity (1 hour)
- Managing Workplace Stress (3 hours)
- Disagree Agreeably (1 hour)
- Overcoming Workplace Negativity with Enthusiasm (2 hours)
- Communicate with Different Personality Styles (1 hour)
- Remember Names to Build Better Professional Relationships (1 hour)
- Connecting and Collaborating with Others (1 hour)



2 Badges



20 Hours



Professional Access

Intended Audience: Individual Contributors, Emerging Leaders/High Potentials

Professional Essentials

- Disagree Agreeably (1 hour)
- Remember Names to Build Better Professional Relationships (1 hour)
- Communicate Effectively (2 hours)
- Communicate with Different Personality Styles (1 hour)
- Overcome Workplace Negativity with Enthusiasm (3 hours)
- Managing Workplace Stress (3 hours)
- Dream Big, Focus Small (1 hour)
- Managing Up (2 hours)
- Connecting and Collaborating with Others (1 hour)

Presentation Essentials

- Successful Public Speaking (3 hours)
- Present with Impact (1 hour)
- Present Complex Information (1 hour)
- Present to Persuade (1 hour)
- The Art of Storytelling (2 hours)
- How to Present Online (1 hour)
- Virtual Meetings that Engage (2 hours)

Professional Effectiveness

- Communicate to Lead (Three Self-Paced Courses)
- Customer Service Excellence (Video Course)
- Presentations that Influence People (Self-Paced Course)
- Win Friends & Influence People: Secrets of Success (Video Course)



3 Badges



26 Hours



Leadership Access

Intended Audience: Front-line Supervisors and Managers

Leadership Essentials

- Performance Reviews that Motivate (1 hour)
- Step Up to Leadership (6 hours)
- Lead Change Effectively (2 hours)
- Delegation (3 hours)
- Coaching for Improved Performance (2 hours)
- Managerial Courage (2 hours)
- Leading Strong Teams (3 hours)
- A Manager's Guide to Employee Engagement (6 hours)
- Leading Virtual Teams (6 hours)

Leadership Effectiveness

- Meetings that Work (2 hours)
- Secrets to Leading with Assertiveness (1 hour)
- Secrets of Motivation (2 hours)
- Build Trust, Credibility and Respect (2 hours)
- Adjust to Change (2 hours)
- Analyze Problems and Make Decisions (3 hours)
- Self-Awareness: Leading with Emotional Intelligence (2 hours)
- Getting Results without Authority (1 hour)
- Managing Conflict in the Workplace (3 hours)
- Build a High Performing Virtual Team (1 hour)
- Leading Across Generations (2 hours)



2 Badges



52 Hours

Executive Access

Intended Audience: Directors, Sr Leaders, VP's, C-Level



Executive Effectiveness

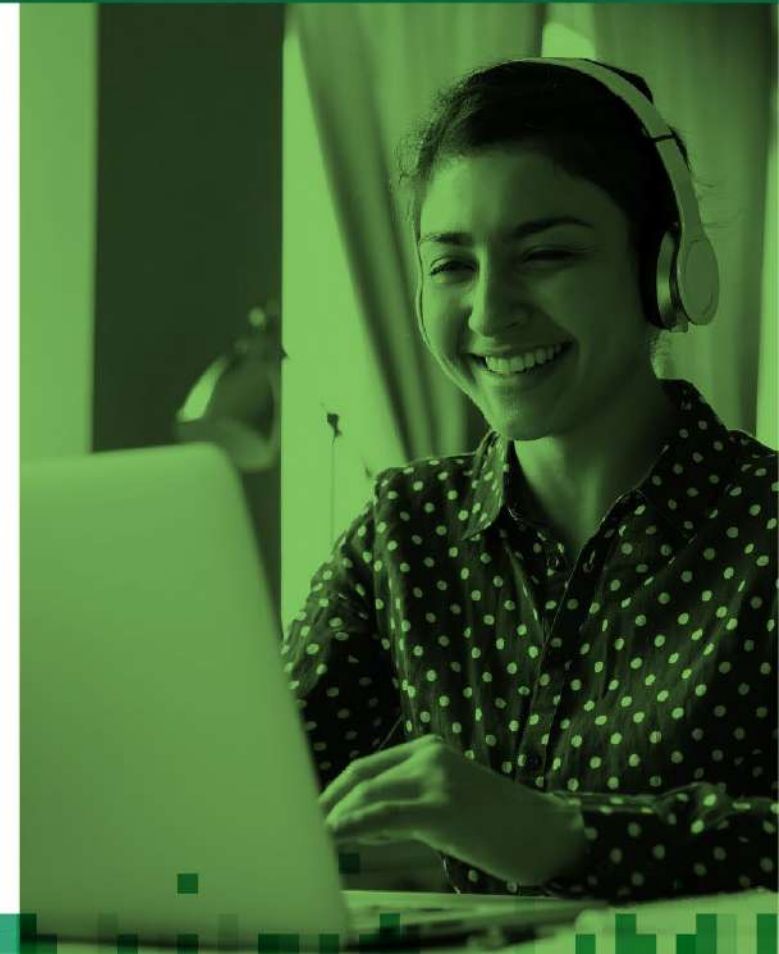
- Marshall Goldsmith: What Got You Here Won't Get You There (6 hours)
- Cultivate Power Without Being Intimidating (3 hours)
- Critical Thinking: Tools for Effective Action (3 hours)

+ *Choose one:*

- *How to Win Friends and Influence Business People (12 hours)*
- *How to Communicate with Diplomacy and Tact (12 hours)*

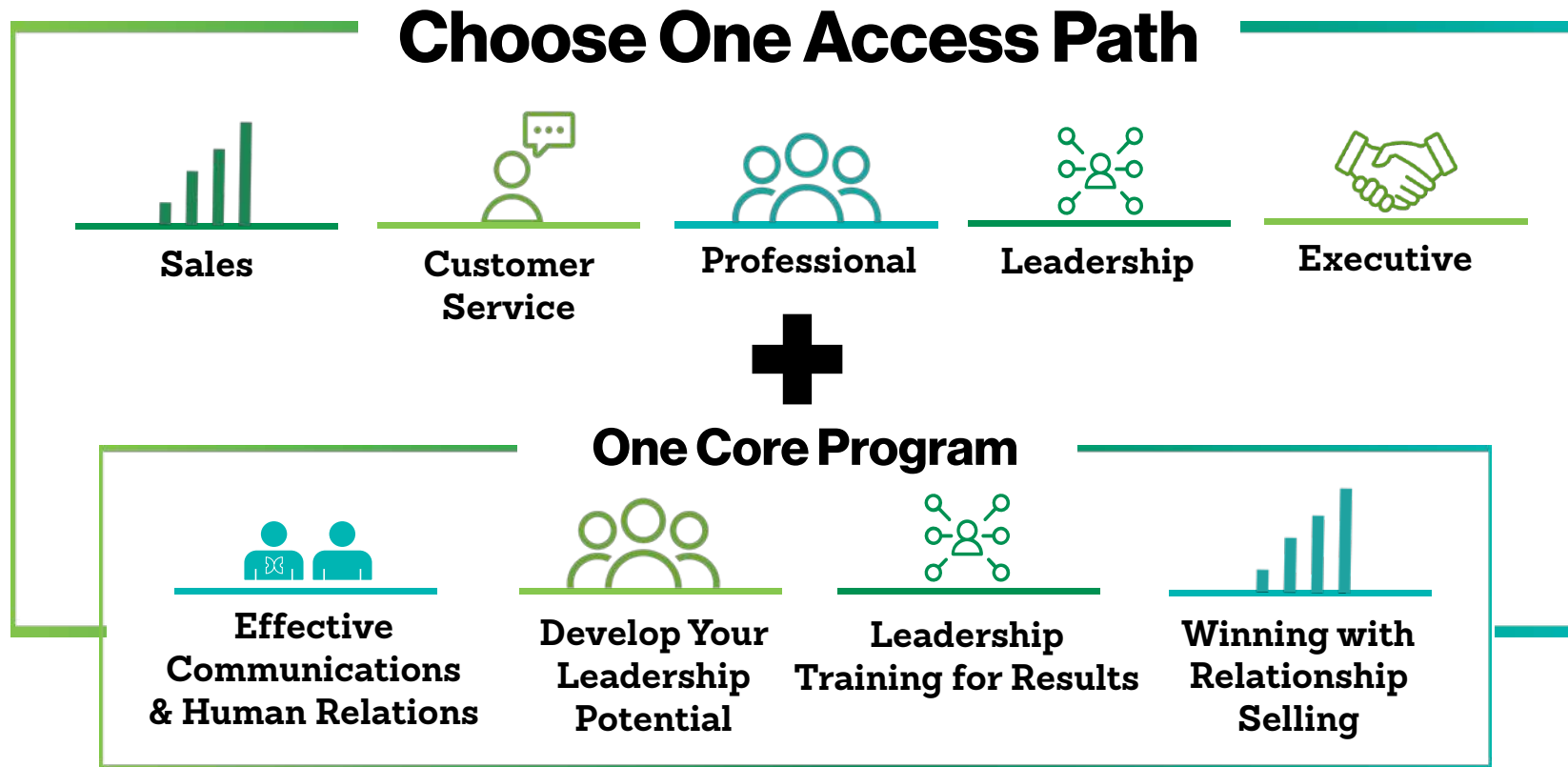
Executive Essentials

- Succession Planning for You and Your Managers (1 hour)
- Unleash the Power of Mentoring in Your Organization (2 hours)
- Strategic Planning Essentials (3 hours)
- Innovation: Transforming Ideas into Solutions (2 hours)
- Advancing Women in Leadership (2 hours)



Access +Plus

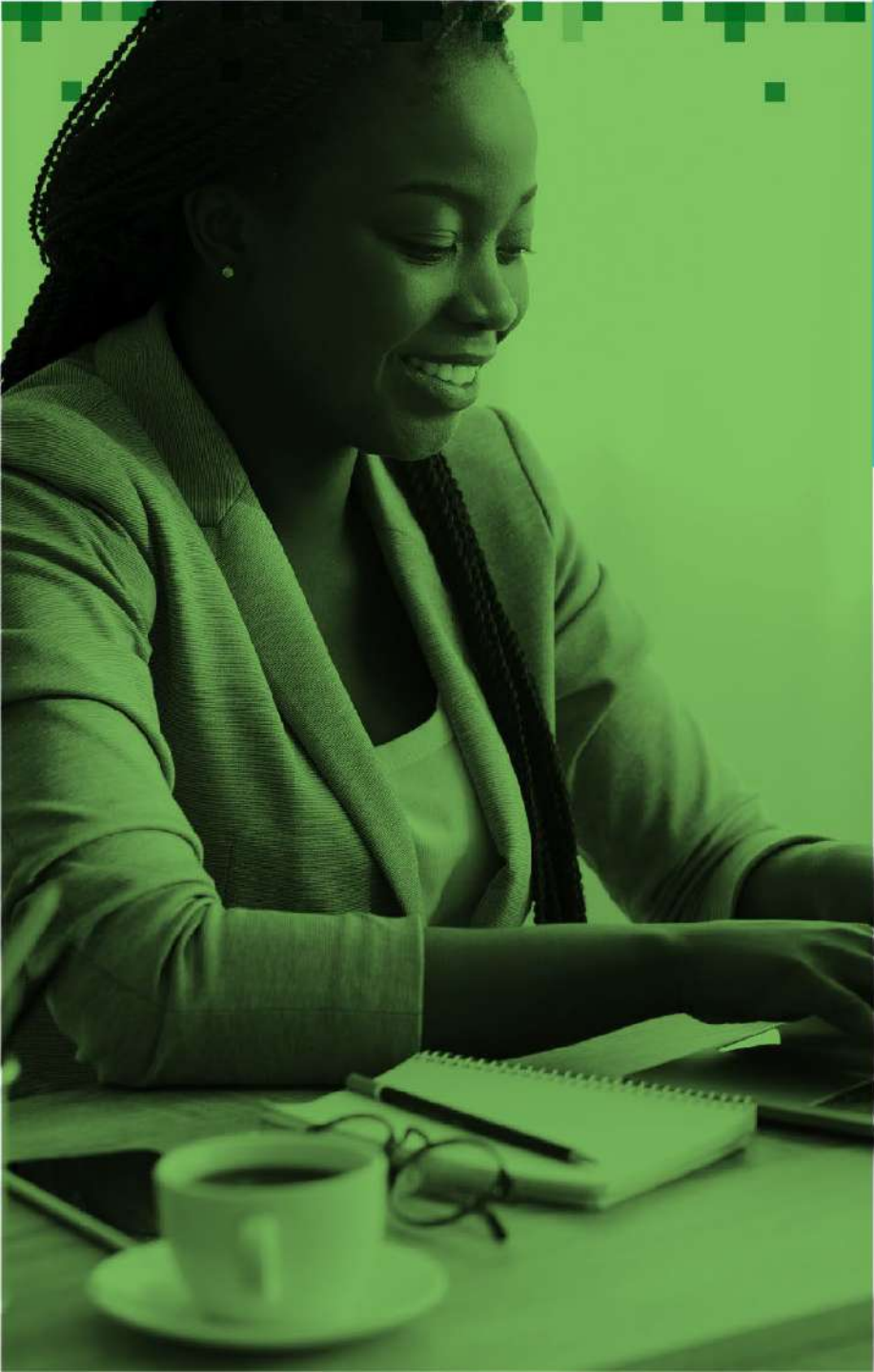
Now in addition to your choice of access path, with **Access +Plus**, you can choose one of our 4 world class, robust Dale Carnegie core programs.



Unlimited Access

It does not matter how diverse the needs for upskilling your teams are or how ambitious is your people development plan; **Unlimited Access** opens up our full library of certificates pathways. Not only will you have the benefit and flexibility of taking advantage of all our access pathways, but it comes at a significant budget saving value.





Custom Access

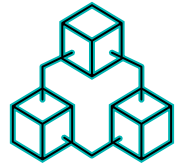
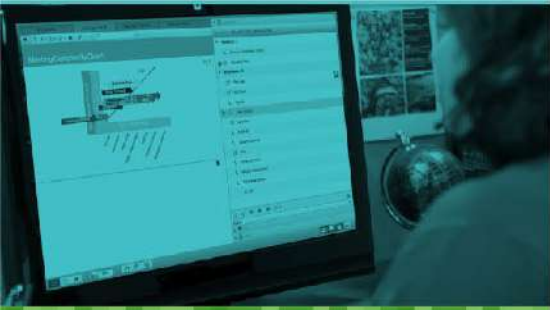
If you are looking for a customized approach, with **Custom Access** we will consult with you and tailor a certificate pathway that best aligns with your performance objectives and your people development journeys.

Private Access



If you are looking for a private exclusive approach. With **Private Subscription** we will consult with you and tailor a certificate path that best aligns with your performance objectives and your people development journeys. This will be delivered exclusively for your organization and team.

* Private Access requires a minimum of 6 weeks for setup time to build platform environment



Sustainment Subscription

The subscription to a sustainment solution, directly follows a Dale Carnegie core program experience. It is designed with the intent to increase the retention and support the learning acquired for a full year after graduating. In addition to the live online programs mentioned here, participants get access to the on demand Winning Friends and Influencing People.



Sustainment for The Dale Carnegie Course (Effective Communication & Human Relations)

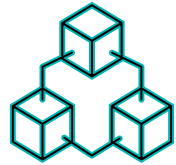
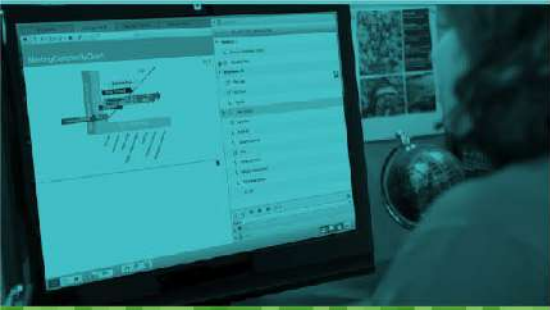
- Disagree Agreeably (1 hour)
- Remember Names to Build Better Professional Relationships (1 hour)
- Communicate Effectively (2 hours)
- Communicate with Different Personality Styles (1 hour)
- Overcome Workplace Negativity with Enthusiasm (3 hours)
- Managing Workplace Stress (3 hours)
- Dream Big, Focus Small (1 hour)
- Managing Up (2 hours)
- Connecting and Collaborating with Others (1 hour)



15 Hours

* Sustainment is offered to Dale Carnegie Core programs graduates at a minimum of 10 seats per subscription





Sustainment Subscription

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Sustainment for Develop Your Leadership Potential

- Performance Reviews that Motivate (1 hour)
- Lead Change Effectively (2 hours)
- Delegation (3 hours)
- Coaching for Improved Performance (2 hours)
- Managerial Courage (2 hours)
- Leading Strong Teams (3 hours)



13 Hours



Sustainment for Leadership Training for Results

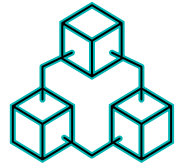
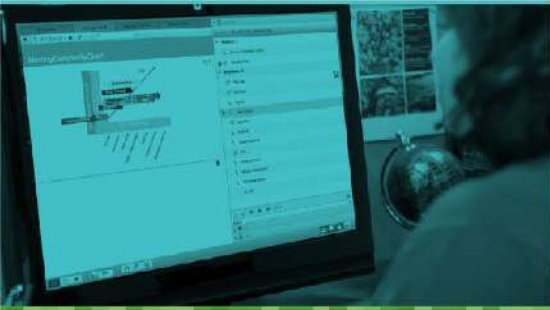
- Succession Planning for You and Your Managers (1 hour)
- Unleash the Power of Mentoring in Your Organization (2 hours)
- Strategic Planning Essentials (3 hours)
- Innovation: Transforming Ideas into Solutions (2 hours)
- Cultivate Power Without Being Intimidating (3 hours)
- Critical Thinking: Tools for Effective Action (3 hours)



14 Hours

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Sustainment Subscription

The subscription to a sustainment solution, directly follows a Dale Carnegie core program experience. It is designed with the intent to increase the retention and support the learning acquired for a full year after graduating. In addition to the live online programs mentioned here, participants get access to the on demand Winning Friends and Influencing People.



Sustainment for Winning with Relationship Selling

- Appeal to Buyer Motives to Closer More Sales (1 hour)
- Cross and Upselling (3 hours)
- Compelling Sales Presentations (3 hours)
- How to Cold Call and Win New Customers (3 hours)
- Negotiations: A Human Relations Approach (2 hours)
- Present to Persuade (1 hour)



13 Hours



Sustainment for High Impact Presentations

- Successful Public Speaking (3 hours)
- Present with Impact (1 hour)
- Present Complex Information (1 hour)
- Present to Persuade (1 hour)
- The Art of Storytelling (2 hours)
- How to Present Online (1 hour)
- Virtual Meetings that Engage (2 hours)



11 Hours

* Sustainment is offered to Dale Carnegie Core programs graduates at a minimum of 10 seats per subscription



Contact Us

Call: 1-855-820-9200 ext. 3

Web: [Visit our Dale Carnegie Unlimited webpage](#)

