



Leadership Training for Managers

**Improving Business Performance
In-Person & Live Online.**



dalecarnegie.com



Engage the Emotions that Propel Your Team into Action!



In a results-oriented business environment, accomplished leaders know that engaging their teams is critical to achieving goals. To that end, a study conducted by Dale Carnegie found that teams who are enthusiastic, inspired, confident and empowered are considerably more likely to engage in achieving organizational goals. The research also indicated that leaders who sincerely care about their people foster a culture of engagement.

4 Traits of Engaged Employees

Enthusiastic.

Empowered.

Inspired.

Confident.

By partnering with Dale Carnegie and attending Leadership Training for Managers, dedicated leaders will learn proven methods for developing engaged, high-performing teams. They will

learn to build a culture where team members are confident in their abilities, empowered to take action, enthusiastic to deliver results and inspired to make a difference.

Because the only sustainable competitive advantage of any corporation is the innovation and creativity of their people, **Leadership Training for Managers** equips you to engage team members by unleashing their unique talents to maximize their ingenuity.

Who Should Attend: Managers or leaders wishing to develop a leadership approach and skills that increase team performance, enabling them to grow within the organization.

Leadership Training for Managers

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

Leadership Training for Managers

What We Will Cover

- Understanding the distinction between personal and organizational leadership
- Planning and innovation process
- Strategizing and goal setting
- Accepting responsibility for successes and failures
- Following a coaching and appraisal process
- Improving problem analysis and decision making
- Recognizing potential
- Delegating effectively
- Holding team members accountable for results in a person-centered way
- Striving for continuous improvement

Learn How To

- Drive innovation.
- Master the 8-step Planning Process.
- Align performance goals with strategy.
- Apply effective coaching techniques.
- Empower others and hold them accountable.
- Excel in problem solving and decision making..
- Learn the 8-step Delegation Process
- Own and learn from mistakes.
- Effectively communicate change.
- Build a culture of engagement.
- Strengthen listening skills.
- Recognize team success with enthusiasm.

Format



In-Person

Leadership Training for Managers
7 Weeks or 3 Days



Live Online

Leadership Training for Managers
7 Weeks
(3 hour, weekly sessions)



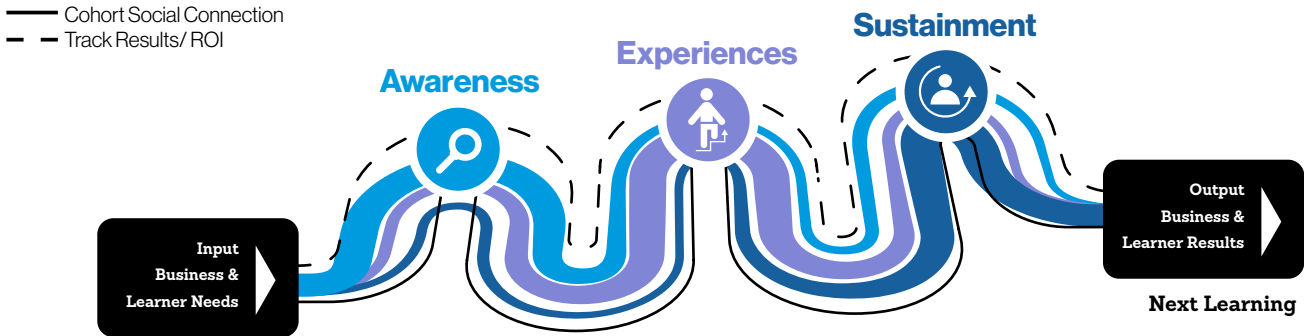
Elevated by

All Dale Carnegie programs are delivered through eVolve, a transformational learning platform. Build your skills through experience, social collaboration, practice and application in the real-world. The only online learning platform to harness the time-tested principles of Dale Carnegie and the unique training methodology that creates performance change.

Performance Change Pathway™

The Dale Carnegie Design and Delivery Framework

Input, Awareness, Experience, Sustainment and Output are essential to the design and delivery of our programs. They formulate a continuous learning path for participants to drive organizational results.



Individual breakthroughs & business results, delivered through eVolve.
Learn more at: dalecarnegie.com/eVolve



Awareness

- Assessments create the baseline to measure performance change.
- Trainer and peer introduction videos maximize training room time and build community of support and practice.
- Introduction of syllabus, training goals, and suggested prereading to build context, increase learner engagement, and confidence.

Experiences

- Live training room environment - stand up, come off mute and engage!
- Practice key concepts, in session and outside live sessions using video.
- Participate in a classroom community that lifts confidence, inspires greatness, and creates breakthroughs.
- Connect with trainers who drive performance change through coaching in-the-moment.

Sustainment

- Ongoing reinforcement and coaching through micro-learning modules.
- Refinement of techniques through quick on-demand reinforcement videos.
- Exploration of growth opportunities through assessments.
- Extend the training room experience and classroom community through social engagement tools.

The Bottom Line ... Leadership Training for Managers Delivers Results

Energy Services

BP Chemicals
Chevron Energy Solutions
ExxonMobil
Kuwait Oil Company

Financial & Insurance Services

Al Rajhi Bank
Allstate Insurance Company
Banco de México
Bank of America
Bank of Tokyo-Mitsubishi UFJ
Citigroup
Commercial Bank of Kuwait (CBK)
Deloitte LLP

Farmers Insurance Group
JPMorgan Chase

Food & Beverage

Anheuser-Busch
Campbell Soup Company
Cargill
Coca-Cola Enterprises
Hormel Foods
Unilever

Healthcare/Pharmaceuticals

AstraZeneca
Boulder Community Hospital
Bristol-Myers Squibb

Dankos Laboratories Tbk
Johnson & Johnson

Manufacturing & Shipping

Adidas
Audi
Caterpillar, Inc.
Ford
Hitachi Metals America, Ltd.
Hunter Douglas
John Deere
Tetra Pak PT
3M Company

Retail

Ace Hardware
Best Buy
Costco Wholesale
Domino's Pizza
Dunkin'
The Home Depot
McDonald's Corporation
Target Corporation
Walmart
Wawa

Service Companies

ADT Security Services
ARAMARK

BBC Worldwide
Hampton Inn & Suites
Hapag-Lloyd
HDR Inc
Northrop Grumman

Technology

Apple
Dell
IBM
Intel
Microsoft



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