



Live Online Course Schedule

July to December 2023



At Dale Carnegie, we provide our live online training that is designed to focus on individual participant results, engaging virtual activities, and personalized experiences. Our learning library includes a variety of programs under 6 core topics, designed to expand and sharpen your skills for a more successful career:

Customer Service

Quickly learn to amaze your customers and build their loyalty with the tips and techniques successful professionals in the customer service industry use every day.

- Attitudes for Service
- Cross and Up Selling
- Managing Customer Expectations
- Outstanding Customer Service
- Transforming Customer Complaints into Opportunities

Leadership

A respected leader is an effective leader. That's why we teach methods that empower today's leadership to exude integrity and engage employees, creating a more streamlined and productive business.

- Getting Results without Authority
- Lead Change Effectively
- Managing Conflict in the Workplace
- Remember Names to Build Better Professional Relationships
- Self-Awareness: Leading with Emotional Intelligence
- Succession Planning for You and Your Managers
- Unleash the Power of Mentoring in Your Organization

- A Manager's Guide to Sustainable Employee Engagement
- Analyze Problems and Make Decisions
- Communicate with Different Personality Styles
- Cultivate Power without Being Intimidating
- Goal Setting and Accountability
- Leadership Training for Results: Unleash Talent in Others
- Marshall Goldsmith: What Got You Here Won't Get You There
- Secrets of Motivation
- Step Up to Leadership
- Strategic Planning Essentials: Prepare for Future Success
- Time Management: Organize and Prioritize to Increase Your Productivity

- Adjust to Change
- Build a High Performing Virtual Team
- Build Trust, Credibility and Respect
- Confident, Assertive, In-Charge: Developing the Attitudes of Leadership
- Develop Your Leadership Potential: Stop Doing, Start Leading
- How to Win Friends and Influence Business People
- Leading Across Generations
- Leading Strong Teams
- Meetings That Work
- Performance Reviews That Motivate
- Secrets to Leading with Assertiveness

- Advancing Women in Leadership
- Coaching for Improved Performance
- Critical Thinking: Tools for Effective Action
- Delegation
- Innovation: Transforming Ideas into Solutions
- Leading Virtual Teams
- Managerial Courage
- Powerful Conversations to Engage Your Workforce
- Time Management
- Working Remotely

Presentation

True to Dale Carnegie's original course, we empower our people to inspire an audience of any size, and to deliver their message with conviction and truly own the room.

- Communicate Effectively
- How to Present Online
- Present Complex Information
- Present to Persuade
- Present with Impact
- Successful Public Speaking
- The Art of Storytelling
- Virtual Meetings that Engage

People Skills

Build authentic relationships with tried and true methods that worked for Dale Carnegie himself. We'll equip you to have a real, lasting impact on the people around you.

- Connecting and Collaborating with Others
- Create Your Work-Life Breakthrough
- Disagree Agreeably
- Dream Big, Focus Small: Achieve Smarter Goals
- How to Communicate with Diplomacy and Tact
- Managing Up
- Managing Workplace Stress
- Overcoming Workplace Negativity with Enthusiasm

Sales

Connect with customers on a more personal level. Understand customers and grow revenue, while providing people with a valuable understanding of one another's needs beyond just a single one-time sale.

- Appeal to Buyer Motives to Close More Sales
- Compelling Sales Presentations
- Dale Carnegie Sales Training: Winning with Relationship Selling
- How to Cold Call and Build New Customers
- Negotiations: A Human Relations Approach
- Trusted Advisor Bootcamp

Dale Carnegie Course

Your career is ready for you to lead it! This world-famous course will give you confidence and competence to gain the command you need in your career and personal life.

- Effective Communications and Human Relations (8-session)

*See upcoming events by clicking course names above



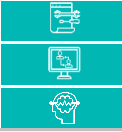
CUSTOMER SERVICE

Attitudes for Service

Learn to project a friendly willingness to serve customers in a low-pressure, high-touch way, in every customer interaction. Increase your self-awareness, improve your communication skills, and ask the right questions. With the Four Drivers of Customer Service, you'll set goals for being a customer champion.

Duration

90 mins



UPCOMING EVENTS

July	Date (3)	Time
	Wednesday, July 5, 2023	1:00 PM
	Thursday, July 13, 2023	5:00 PM
	Friday, July 21, 2023	9:00 AM

August	Date (3)	Time
	Monday, August 7, 2023	10:00 AM
	Thursday, August 17, 2023	9:00 AM
	Wednesday, August 23, 2023	1:00 PM

September	Date (2)	Time
	Tuesday, September 5, 2023	9:00 AM
	Wednesday, September 20, 2023	1:00 PM

October	Date (3)	Time
	Friday, October 6, 2023	9:00 AM
	Monday, October 16, 2023	10:00 AM
	Thursday, October 26, 2023	1:00 PM

November	Date (2)	Time
	Tuesday, November 7, 2023	9:00 AM
	Tuesday, November 28, 2023	1:00 PM

December	Date (2)	Time
	Friday, December 1, 2023	9:00 AM
	Thursday, December 14, 2023	9:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)



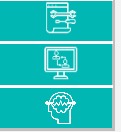
CUSTOMER SERVICE

Cross and Up Selling

You're the expert in your business. Now it's time to show customers that. Cross-selling and upselling are two ways to add value to them. Clients may not be aware that you offer add-ons or upgrades. They may never have heard about your corresponding services to go with their purchase. Increase value and improve customer experience when you learn to cross-sell and upsell through this online training course.

Duration

90 mins



UPCOMING EVENTS

July	Date (1)	Time
	Monday, July 10, 2023	10:00 AM

August	Date (1)	Time
	Tuesday, August 29, 2023	1:00 PM

September	Date (0)	Time
	<i>*No Dates Available*</i>	

October	Date (1)	Time
	Friday, October 6, 2023	9:00 AM

November	Date (1)	Time
	Wednesday, November 1, 2023	9:00 AM

December	Date (2)	Time
	Monday, December 4, 2023	2:00 PM
	Wednesday, December 20, 2023	1:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

CUSTOMER SERVICE
Managing Customer Expectations

From a customer’s perspective whether internal or external, it feels good when expectations are met, but it feels great when an organization manages to exceed customer expectations. Learn about important strategies for exceeding customer expectations and formulate an action plan to implement the strategies in your organization.

Duration
 90 mins

CUSTOMER SERVICE
Outstanding Customer Service

You can become the HERO of your customer's journey by being professional, friendly, and effective in solving their issues with ease. This course shows you how to deliver Outstanding Customer Service every time, and remember, it starts with you!

Duration
 1 Hour

UPCOMING EVENTS

July	Date (2)	Time
	Wednesday, July 12, 2023	9:00 AM
	Thursday, July 27, 2023	1:00 PM

UPCOMING EVENTS

July	Date (2)	Time
	Thursday, July 13, 2023	11:00 AM
	Friday, July 28, 2023	1:00 PM

August	Date (2)	Time
	Friday, August 11, 2023	9:00 AM
	Monday, August 28, 2023	2:00 PM

August	Date (1)	Time
	Thursday, August 3, 2023	3:00 PM

September	Date (1)	Time
	Tuesday, September 5, 2023	9:00 AM

September	Date (1)	Time
	Tuesday, September 19, 2023	11:00 AM

October	Date (2)	Time
	Thursday, October 5, 2023	1:00 PM
	Friday, October 20, 2023	9:00 AM

October	Date (2)	Time
	Tuesday, October 10, 2023	3:00 PM
	Wednesday, October 18, 2023	11:00 AM

November	Date (2)	Time
	Monday, November 6, 2023	10:00 AM
	Tuesday, November 21, 2023	1:00 PM

November	Date (2)	Time
	Friday, November 3, 2023	1:00 PM
	Thursday, November 16, 2023	3:00 PM

December	Date (1)	Time
	Wednesday, December 6, 2023	9:00 AM

December	Date (1)	Time
	Tuesday, December 19, 2023	11:00 AM

*Time Zone - New York Eastern Time [Register Here >](#)

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

CUSTOMER SERVICE

Transforming Customer Complaints into Opportunities

Learn to project a friendly willingness to serve customers in a low-pressure, high-touch way, in every customer interaction. Increase your self-awareness, improve your communication skills, and ask the right questions. With the Four Drivers of Customer Service, you'll set goals for being a customer champion.

Duration
90 mins

UPCOMING EVENTS

Month	Date (2)	Time
July	Wednesday, July 19, 2023	1:00 PM
	Thursday, July 27, 2023	9:00 AM

Month	Date (2)	Time
August	Wednesday, August 9, 2023	1:00 PM
	Wednesday, August 23, 2023	9:00 AM

Month	Date (2)	Time
September	Monday, September 18, 2023	10:00 AM
	Tuesday, September 26, 2023	1:00 PM

Month	Date (2)	Time
October	Wednesday, October 4, 2023	9:00 AM
	Thursday, October 12, 2023	1:00 PM

Month	Date (2)	Time
November	Friday, November 17, 2023	9:00 AM
	Thursday, November 30, 2023	1:00 PM

Month	Date (2)	Time
December	Friday, December 8, 2023	9:00 AM
	Tuesday, December 19, 2023	1:00 PM

*Time Zone - New York Eastern Time [Register Here >](#)

Want to boost customer satisfaction and loyalty?

Learn how to exceed expectations, generate new opportunities, and leverage best industry-wide practices!

Click below and explore our **Customer Service Access** and other **Individual Live Online Subscriptions**.

[View All Subscriptions](#)

Want to know more about Customer Service?

[Learn More](#)

LEADERSHIP

A Manager's Guide to Sustainable Employee Engagement

Learn how to create a positive and productive work environment by understanding and influencing the factors that drive employee engagement. Develop your emotional intelligence, communication, and leadership skills to inspire and motivate. Implement best practices and create a plan to foster a culture of engagement in your organization. (2-hour weekly sessions)

Duration
3 Sessions

LEADERSHIP

Adjust to Change

Change is a constant factor in today's world, and leaders need to be prepared for it. Adapting to change is about embracing it and even seeking it out. When we enjoy change, we can thrive in it. Instead of falling behind and losing our momentum. This course will inspire you to face change with a creative and energetic approach that will benefit you and those around you.

Duration
90 mins

UPCOMING EVENTS

July	Date (2)	Time
	Friday, July 7, 2023	10:00 AM
	Monday, July 17, 2023	2:00 PM

UPCOMING EVENTS

July	Date (2)	Time
	Thursday, July 6, 2023	2:00 PM
	Friday, July 21, 2023	1:00 PM

August	Date (2)	Time
	Tuesday, August 8, 2023	10:00 AM
	Wednesday, August 16, 2023	1:00 PM

August	Date (2)	Time
	Monday, August 14, 2023	11:00 AM
	Tuesday, August 22, 2023	2:00 PM

September	Date (2)	Time
	Thursday, September 7, 2023	10:00 AM
	Friday, September 15, 2023	1:00 PM

September	Date (2)	Time
	Wednesday, September 6, 2023	10:00 AM
	Thursday, September 21, 2023	2:00 PM

October	Date (2)	Time
	Monday, October 9, 2023	2:00 PM
	Tuesday, October 17, 2023	9:00 AM

October	Date (2)	Time
	Friday, October 13, 2023	1:00 PM
	Monday, October 23, 2023	10:00 AM

November	Date (1)	Time
	Wednesday, November 8, 2023	2:00 PM

November	Date (1)	Time
	Tuesday, November 7, 2023	2:00 PM

December	Date (1)	Time
	Tuesday, December 5, 2023	10:00 AM

December	Date (2)	Time
	Wednesday, December 13, 2023	2:00 PM
	Friday, December 22, 2023	10:00 AM

*Time Zone - New York Eastern Time [Register Here >](#)

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Advancing Women in Leadership

Learn how to identify and leverage your strengths, overcome gender stereotypes and biases, communicate with confidence and assertiveness, build strategic networks and mentors, negotiate for what you want and deserve, balance your personal and professional life, apply Dale Carnegie's principles of human relations to enhance your influence and impact as a woman leader.

Duration
2 Hours

UPCOMING EVENTS

Month	Date (0)	Time
July	*No Dates Available*	

Month	Date (1)	Time
August	Monday, August 21, 2023	10:00 AM

Month	Date (0)	Time
September	*No Dates Available*	

Month	Date (0)	Time
October	*No Dates Available*	

Month	Date (1)	Time
November	Thursday, November 30, 2023	2:00 PM

Month	Date (0)	Time
December	*No Dates Available*	

*Time Zone - New York Eastern Time [Register Here >](#)

LEADERSHIP

Analyze Problems and Make Decisions

Learn how to define the problem clearly, gather relevant information and data, generate creative and feasible solutions, evaluate the pros and cons of each solution, choose the best solution based on criteria and evidence, implement the solution with an action plan, monitor the results and feedback, use critical thinking tools and techniques to improve your problem-solving skills.

Duration
3 Hours

UPCOMING EVENTS

Month	Date (2)	Time
July	Wednesday, July 5, 2023	9:00 AM
	Thursday, July 27, 2023	5:00 PM

Month	Date (2)	Time
August	Monday, August 14, 2023	10:00 AM
	Friday, August 25, 2023	9:00 AM

Month	Date (2)	Time
September	Thursday, September 14, 2023	1:00 PM
	Wednesday, September 27, 2023	9:00 AM

Month	Date (2)	Time
October	Monday, October 2, 2023	10:00 AM
	Thursday, October 19, 2023	1:00 PM

Month	Date (1)	Time
November	Wednesday, November 8, 2023	1:00 PM

Month	Date (2)	Time
December	Tuesday, December 5, 2023	9:00 AM
	Wednesday, December 13, 2023	1:00 PM

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Build a High Performing Virtual Team

In today's geographically dispersed business world, virtual workforces have become more common. But how do you build a cooperative and productive team if you can't meet face-to-face? This live online webinar will give you the communication skills to develop and motivate a successful virtual team.

Duration
1 Hour

LEADERSHIP

Build Trust, Credibility and Respect

Employees perform better in a trusting environment, but how do you know whether your workforce is operating with full confidence in one another. You'll learn the communication fundamentals for building trust and be able to share them across your team. You'll also be able to spot and defuse mistrust and adopt actions to begin restoring trust.

Duration
2 Hours

UPCOMING EVENTS

July	Date (2)	Time
	Wednesday, July 5, 2023	11:00 AM
	Thursday, July 27, 2023	3:00 PM

UPCOMING EVENTS

July	Date (3)	Time
	Wednesday, July 5, 2023	2:00 PM
	Monday, July 17, 2023	11:00 AM
	Tuesday, July 25, 2023	10:00 AM

August	Date (1)	Time
	Friday, August 4, 2023	1:00 PM

August	Date (2)	Time
	Wednesday, August 2, 2023	2:00 PM
	Friday, August 25, 2023	1:00 PM

September	Date (2)	Time
	Tuesday, September 5, 2023	3:00 PM
	Wednesday, September 13, 2023	11:00 AM

September	Date (3)	Time
	Monday, September 11, 2023	11:00 AM
	Tuesday, September 19, 2023	10:00 AM
	Wednesday, September 27, 2023	2:00 PM

October	Date (2)	Time
	Thursday, October 5, 2023	11:00 AM
	Friday, October 27, 2023	1:00 PM

October	Date (2)	Time
	Thursday, October 5, 2023	10:00 AM
	Friday, October 27, 2023	1:00 PM

November	Date (2)	Time
	Monday, November 13, 2023	4:00 PM
	Thursday, November 30, 2023	11:00 AM

November	Date (3)	Time
	Monday, November 6, 2023	2:00 PM
	Tuesday, November 21, 2023	10:00 AM
	Wednesday, November 29, 2023	2:00 PM

December	Date (1)	Time
	Monday, December 11, 2023	11:00 AM

December	Date (2)	Time
	Friday, December 1, 2023	1:00 PM
	Tuesday, December 12, 2023	10:00 AM

*Time Zone - New York Eastern Time [Register Here >](#)

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Coaching for Improved Performance

Coaching is about providing support and advice to help an individual recognize ways in which they can improve their effectiveness and performance. Effective leaders use coaching to provide direction, instruction, and training to help their team members grow skills and achieve objectives. In this course, you will learn the tools to close the gap between good performance and great performance.

Duration
90 mins

LEADERSHIP

Communicate with Different Personality Styles

Understand the four dominant personality styles, explore your own communication style and build effective approaches to build collaboration, trust, and influence. Grow your understanding of different personality styles and get equipped with the knowledge to approach each conversation in a way that creates positive outcomes. Grow your ability to enhance relationships and get things done!

Duration
1 Hour

UPCOMING EVENTS

July	Date (3)	Time
	Wednesday, July 12, 2023	2:00 PM
	Thursday, July 20, 2023	10:00 AM
	Friday, July 28, 2023	1:00 PM

UPCOMING EVENTS

July	Date (2)	Time
	Friday, July 7, 2023	1:00 PM
	Monday, July 24, 2023	4:00 PM

August	Date (2)	Time
	Thursday, August 17, 2023	2:00 PM
	Tuesday, August 29, 2023	9:00 AM

August	Date (2)	Time
	Tuesday, August 8, 2023	11:00 AM
	Wednesday, August 30, 2023	3:00 PM

September	Date (3)	Time
	Friday, September 8, 2023	1:00 PM
	Wednesday, September 13, 2023	10:00 AM
	Tuesday, September 26, 2023	10:00 AM

September	Date (2)	Time
	Thursday, September 7, 2023	11:00 AM
	Friday, September 22, 2023	1:00 PM

October	Date (3)	Time
	Thursday, October 5, 2023	2:00 PM
	Wednesday, October 18, 2023	2:00 PM
	Monday, October 30, 2023	10:00 AM

October	Date (2)	Time
	Monday, October 2, 2023	2:00 PM
	Tuesday, October 17, 2023	10:00 AM

November	Date (3)	Time
	Wednesday, November 8, 2023	10:00 AM
	Thursday, November 16, 2023	2:00 PM
	Monday, November 27, 2023	11:00 AM

November	Date (2)	Time
	Wednesday, November 8, 2023	3:00 PM
	Thursday, November 16, 2023	11:00 AM

December	Date (2)	Time
	Friday, December 8, 2023	1:00 PM
	Monday, December 18, 2023	3:00 PM

December	Date (2)	Time
	Friday, December 1, 2023	1:00 PM
	Monday, December 11, 2023	4:00 PM

*Time Zone - New York Eastern Time [Register Here >](#)

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Confident, Assertive, In-Charge: Developing the Attitudes of Leadership

Your strength as a leader is conditional on your ability to influence others at all levels of your organization. This course releases your confidence and enthusiasm that has previously been hidden by fear and self-consciousness. You'll discover how to say "no" (but nicely!) and eliminate all questions of who's in charge! (3-hour weekly sessions)

Duration
4 Sessions

LEADERSHIP

Critical Thinking: Tools for Effective Action

Workers and leaders need to future-proof their skills and businesses by finding solutions now. When we rely on strong critical thinking—thinking that accentuates the best of both our imaginative and rational sides—then we can know we're headed in the right direction. This critical thinking training course gives you the tools to do just that.

Duration
90 mins

UPCOMING EVENTS

Month	Date (1)	Time
July	Monday, July 10, 2023	10:00 AM

Month	Date (2)	Time
July	Monday, July 10, 2023 Friday, July 14, 2023	2:00 PM 9:00 AM

Month	Date (1)	Time
August	Tuesday, August 1, 2023	1:00 PM

Month	Date (1)	Time
August	Monday, August 14, 2023	2:00 PM

Month	Date (1)	Time
September	Wednesday, September 6, 2023	9:00 AM

Month	Date (2)	Time
September	Thursday, September 7, 2023 Friday, September 15, 2023	1:00 PM 9:00 AM

Month	Date (1)	Time
October	Tuesday, October 31, 2023	9:00 AM

Month	Date (2)	Time
October	Tuesday, October 3, 2023 Wednesday, October 25, 2023	1:00 PM 1:00 PM

Month	Date (1)	Time
November	Monday, November 27, 2023	2:00 PM

Month	Date (2)	Time
November	Friday, November 3, 2023 Tuesday, November 28, 2023	9:00 AM 9:00 AM

Month	Date (0)	Time
December	<i>*No Dates Available*</i>	

Month	Date (2)	Time
December	Wednesday, December 6, 2023 Thursday, December 21, 2023	1:00 PM 9:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website
dalecarnegie.com

LEADERSHIP

Cultivate Power without Being Intimidating

Learn how to build trust and credibility with others, communicate with confidence and clarity, and influence others to take action. Discover how to use your personal power to create positive outcomes, foster collaboration, and inspire others.

Duration
90 mins

LEADERSHIP

Delegation

Learn how to delegate tasks effectively to empower your team, increase productivity, and free up your time for higher-level work. Discover how to identify the right tasks to delegate, choose the best person for the job, communicate expectations and feedback, and monitor progress and results.

Duration
90 mins

UPCOMING EVENTS

Month	Date (0)	Time
July	<i>*No Dates Available*</i>	
August	Tuesday, August 15, 2023	1:00 PM
September	Thursday, September 7, 2023	1:00 PM
October	Friday, October 13, 2023	9:00 AM
November	Wednesday, November 15, 2023	1:00 PM
December	Friday, December 8, 2023	9:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)

UPCOMING EVENTS

Month	Date (3)	Time
July	Wednesday, July 5, 2023	1:00 PM
	Tuesday, July 11, 2023	9:00 AM
	Wednesday, July 26, 2023	1:00 PM
August	Monday, August 7, 2023	10:00 AM
	Tuesday, August 22, 2023	9:00 AM
	Thursday, August 31, 2023	1:00 PM
September	Friday, September 8, 2023	9:00 AM
	Tuesday, September 19, 2023	9:00 AM
	Wednesday, September 27, 2023	1:00 PM
October	Monday, October 9, 2023	10:00 AM
	Wednesday, October 18, 2023	1:00 PM
	Thursday, October 26, 2023	9:00 AM
November	Friday, November 3, 2023	9:00 AM
	Thursday, November 9, 2023	1:00 PM
	Tuesday, November 21, 2023	9:00 AM
December	Monday, December 4, 2023	10:00 AM
	Tuesday, December 12, 2023	1:00 PM
	Wednesday, December 20, 2023	9:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself!



Looking to develop and improve your skills?

Visit our website
dalecarnegie.com

LEADERSHIP

Develop Your Leadership Potential: Stop Doing, Start

Transition from a high performer into an effective leader. Learn how to build trust and influence with others, delegate tasks and responsibilities, coach and mentor others for success, and lead change in your organization. (2-Hour weekly sessions)

Duration
10 Sessions

UPCOMING EVENTS

Month	Date (2)	Time
July	Monday, July 10, 2023	2:00 PM
	Wednesday, July 12, 2023	10:00 AM

Month	Date (1)	Time
August	Friday, August 18, 2023	10:00 AM

Month	Date (2)	Time
September	Wednesday, September 6, 2023	2:00 PM
	Thursday, September 21, 2023	10:00 AM

Month	Date (1)	Time
October	Monday, October 2, 2023	10:00 AM

Month	Date (2)	Time
November	Wednesday, November 8, 2023	10:00 AM
	Thursday, November 30, 2023	1:00 PM

Month	Date (0)	Time
December	<i>*No Dates Available*</i>	

*Time Zone - New York Eastern Time [Register Here >](#)

LEADERSHIP

Getting Results without Authority

Learn how to achieve your goals and objectives when you don't have direct control over others. Discover how to build rapport and credibility with stakeholders, communicate persuasively and assertively, negotiate win-win outcomes, and handle resistance and conflict.

Duration
1 Hour

UPCOMING EVENTS

Month	Date (2)	Time
July	Tuesday, July 18, 2023	11:00 AM
	Thursday, July 27, 2023	3:00 PM

Month	Date (2)	Time
August	Wednesday, August 23, 2023	1:00 PM
	Thursday, August 31, 2023	3:00 PM

Month	Date (2)	Time
September	Tuesday, September 12, 2023	1:00 PM
	Friday, September 22, 2023	11:00 AM

Month	Date (1)	Time
October	Tuesday, October 17, 2023	3:00 PM

Month	Date (1)	Time
November	Tuesday, November 7, 2023	3:00 PM

Month	Date (1)	Time
December	Tuesday, December 19, 2023	3:00 PM

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Goal Setting and Accountability

Learn how to set SMART goals that align with your organization's vision and mission and track your progress and results. Discover how to overcome obstacles and challenges, celebrate achievements and rewards, and hold yourself and others accountable for delivering on expectations.

Duration
2 Hours

LEADERSHIP

How to Win Friends and Influence Business People

Learn the timeless principles of human relations that will help you connect with others, communicate effectively, build trust and rapport, and influence others positively. Discover how to apply Dale Carnegie's proven techniques to achieve personal and professional success. (3-Hour weekly sessions)

Duration
4 Sessions

UPCOMING EVENTS

Month	Date (0)	Time
July	<i>*No Dates Available*</i>	

UPCOMING EVENTS

Month	Date (0)	Time
July	<i>*No Dates Available*</i>	

Month	Date (2)	Time
August	Monday, August 14, 2023	11:00 AM
	Tuesday, August 29, 2023	10:00 AM

Month	Date (1)	Time
August	Wednesday, August 2, 2023	1:00 PM

Month	Date (2)	Time
September	Friday, September 15, 2023	1:00 PM
	Wednesday, September 27, 2023	10:00 AM

Month	Date (0)	Time
September	<i>*No Dates Available*</i>	

Month	Date (2)	Time
October	Wednesday, October 11, 2023	2:00 PM
	Thursday, October 26, 2023	2:00 PM

Month	Date (1)	Time
October	Tuesday, October 3, 2023	9:00 AM

Month	Date (2)	Time
November	Monday, November 13, 2023	3:00 PM
	Tuesday, November 28, 2023	10:00 AM

Month	Date (1)	Time
November	Wednesday, November 29, 2023	1:00 PM

Month	Date (2)	Time
December	Thursday, December 7, 2023	2:00 PM
	Thursday, December 21, 2023	10:00 AM

Month	Date (0)	Time
December	<i>*No Dates Available*</i>	

*Time Zone - New York Eastern Time [Register Here >](#)

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Innovation: Transforming Ideas into Solutions

Learn how to foster a culture of innovation in your organization, generate creative ideas that solve problems and add value, evaluate, and select the best ideas for implementation, and execute your innovation projects successfully.

Duration
2 Hours

LEADERSHIP

Lead Change Effectively

Learn how to lead change initiatives in your organization, communicate a clear vision and purpose for change, overcome resistance and barriers, engage stakeholders and employees, and sustain momentum and results.

Duration
90 mins

UPCOMING EVENTS

Month	Date (1)	Time
July	Wednesday, July 26, 2023	5:00 PM

Month	Date (3)	Time
July	Friday, July 7, 2023	10:00 AM
July	Thursday, July 13, 2023	1:00 PM
July	Tuesday, July 18, 2023	10:00 AM

Month	Date (1)	Time
August	Monday, August 28, 2023	11:00 AM

Month	Date (3)	Time
August	Wednesday, August 2, 2023	10:00 AM
August	Thursday, August 10, 2023	2:00 PM
August	Friday, August 25, 2023	1:00 PM

Month	Date (1)	Time
September	Thursday, September 14, 2023	2:00 PM

Month	Date (3)	Time
September	Tuesday, September 12, 2023	10:00 AM
September	Wednesday, September 20, 2023	2:00 PM
September	Monday, September 25, 2023	11:00 AM

Month	Date (1)	Time
October	Wednesday, October 25, 2023	10:00 AM

Month	Date (2)	Time
October	Wednesday, October 4, 2023	10:00 AM
October	Thursday, October 12, 2023	2:00 PM

Month	Date (1)	Time
November	Monday, November 20, 2023	11:00 AM

Month	Date (2)	Time
November	Tuesday, November 7, 2023	10:00 AM
November	Thursday, November 16, 2023	2:00 PM

Month	Date (1)	Time
December	Friday, December 8, 2023	1:00 PM

Month	Date (2)	Time
December	Thursday, December 7, 2023	10:00 AM
December	Monday, December 18, 2023	2:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website
dalecarnegie.com

LEADERSHIP

Leadership Training for Results: Unleash Talent in Others

Unleash Talent in Others: Learn proven methods for developing engaged, high-performing teams. Discover how to create a shared vision and goals, delegate effectively, provide constructive feedback, coach for success, resolve conflicts, and celebrate achievements. (3-Hour weekly sessions)

Duration
10 Sessions

LEADERSHIP

Leading Across Generations

Learn how to leverage the strengths and perspectives of different generations in your workforce, communicate effectively across generational gaps, foster collaboration, and teamwork among diverse groups, and motivate and retain top talent from every generation.

Duration
2 Hours

UPCOMING EVENTS

July	Date (1)	Time
	Thursday, July 6, 2023	9:00 AM

July	Date (1)	Time
	Wednesday, July 26, 2023	2:00 PM

August	Date (0)	Time
	<i>*No Dates Available*</i>	

August	Date (2)	Time
	Tuesday, August 1, 2023	10:00 AM
	Monday, August 14, 2023	10:00 AM

September	Date (1)	Time
	Monday, September 11, 2023	2:00 PM

September	Date (1)	Time
	Thursday, September 14, 2023	2:00 PM

October	Date (0)	Time
	<i>*No Dates Available*</i>	

October	Date (1)	Time
	Friday, October 20, 2023	1:00 PM

November	Date (1)	Time
	Wednesday, November 1, 2023	9:00 AM

November	Date (1)	Time
	Monday, November 20, 2023	11:00 AM

December	Date (0)	Time
	<i>*No Dates Available*</i>	

December	Date (2)	Time
	Tuesday, December 12, 2023	2:00 PM
	Thursday, December 21, 2023	2:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

LEADERSHIP

Leading Strong Teams

Learn how to build strong teams that work well together, achieve common goals, and support each other. Discover how to define team roles and responsibilities, establish team norms and expectations, facilitate team meetings and discussions, resolve team issues and conflicts, and recognize team accomplishments.

Duration
3 Hours

LEADERSHIP

Leading Virtual Teams

Learn how to lead virtual teams that are productive, engaged, and connected. Discover how to use technology effectively for communication and collaboration, build trust and rapport, set clear goals and expectations for virtual teams, monitor progress and performance, and provide feedback and recognition. (3-Hour sessions)

Duration
2 Sessions

UPCOMING EVENTS

Month	Date (2)	Time
July	Monday, July 10, 2023	2:00 PM
	Tuesday, July 25, 2023	9:00 AM
August	Wednesday, August 2, 2023	1:00 PM
	Thursday, August 24, 2023	9:00 AM
September	Friday, September 29, 2023	9:00 AM
October	Tuesday, October 3, 2023	9:00 AM
	Wednesday, October 11, 2023	9:00 AM
November	Thursday, November 2, 2023	1:00 PM
December	Friday, December 8, 2023	9:00 AM
	Tuesday, December 19, 2023	1:00 PM

*Time Zone - New York Eastern Time [Register Here >](#)

UPCOMING EVENTS

Month	Date (1)	Time
July	Wednesday, July 5, 2023	9:00 AM
August	<i>*No Dates Available*</i>	
September	Friday, September 22, 2023	9:00 AM
October	Monday, October 9, 2023	2:00 PM
November	Tuesday, November 7, 2023	9:00 AM
December	Wednesday, December 13, 2023	1:00 PM

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Managerial Courage

Learn how to handle difficult situations and feedback with confidence and integrity. Learn the best ways to navigate difficult people and difficult situations by using a six-step process to remain cool under pressure.

Duration
2 Hours

LEADERSHIP

Managing Conflict in the Workplace

Learn how to manage conflict in a constructive way that leads to positive outcomes. Discover how to identify the sources and types of conflict, understand your own and others' conflict styles, apply effective strategies to handle different conflict situations, and prevent unnecessary conflict from escalating.

Duration
90 mins

UPCOMING EVENTS

Month	Date (0)	Time
July	<i>*No Dates Available*</i>	
August	Wednesday, August 16, 2023	2:00 PM
September	Thursday, September 14, 2023	10:00 AM
October	Friday, October 20, 2023	1:00 PM
November	Monday, November 20, 2023	2:00 PM
December	Tuesday, December 5, 2023	10:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)

UPCOMING EVENTS

Month	Date (1)	Time
July	Tuesday, July 18, 2023	1:00 PM
August	Wednesday, August 16, 2023	1:00 PM
September	Thursday, September 7, 2023 Tuesday, September 19, 2023	9:00 AM 1:00 PM
October	Wednesday, October 4, 2023 Tuesday, October 24, 2023	9:00 AM 9:00 AM
November	Tuesday, November 14, 2023 Wednesday, November 22, 2023	9:00 AM 2:00 PM
December	Friday, December 1, 2023 Thursday, December 14, 2023	9:00 AM 1:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Marshall Goldsmith: What Got You Here Won't Get You There

Learn how to identify and overcome the habits that hold you back from reaching your full potential as a leader. Discover how to solicit feedback, acknowledge your flaws, apologize and make amends, follow up and change your behavior, and achieve positive and lasting results. (3-Hour sessions)

Duration
2 Sessions

LEADERSHIP

Meetings that Work

Learn how to plan, facilitate, and follow up on productive and engaging meetings. Discover how to set clear objectives, manage time, handle conflicts, and create action plans.

Duration
90 mins

UPCOMING EVENTS

Month	Date (1)	Time
July	Wednesday, July 5, 2023	1:00 PM

Month	Date (2)	Time
July	Thursday, July 13, 2023 Wednesday, July 26, 2023	2:00 PM 10:00 AM

Month	Date (1)	Time
August	Thursday, August 3, 2023	1:00 PM

Month	Date (2)	Time
August	Friday, August 4, 2023 Monday, August 21, 2023	10:00 AM 2:00 PM

Month	Date (1)	Time
September	Friday, September 1, 2023	9:00 AM

Month	Date (3)	Time
September	Tuesday, September 12, 2023 Wednesday, September 20, 2023 Thursday, September 28, 2023	10:00 AM 10:00 AM 2:00 PM

Month	Date (1)	Time
October	Monday, October 9, 2023	10:00 AM

Month	Date (3)	Time
October	Friday, October 6, 2023 Monday, October 16, 2023 Thursday, October 26, 2023	1:00 PM 10:00 AM 2:00 PM

Month	Date (1)	Time
November	Tuesday, November 7, 2023	1:00 PM

Month	Date (3)	Time
November	Thursday, November 2, 2023 Monday, November 13, 2023 Wednesday, November 22, 2023	2:00 PM 11:00 AM 2:00 PM

Month	Date (1)	Time
December	Wednesday, December 6, 2023	9:00 AM

Month	Date (2)	Time
December	Thursday, December 7, 2023 Friday, December 22, 2023	10:00 AM 10:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

LEADERSHIP

Performance Reviews That Motivate

Learn how to conduct performance reviews that motivate and inspire your employees, align their goals with the organization's vision and mission, provide constructive and developmental feedback, and recognize and reward their achievements.

Duration
1 Hour

LEADERSHIP

Powerful Conversations to Engage Your Workforce

Learn how to communicate effectively and persuasively with different audiences and stakeholders. Discover how to share information and viewpoints openly and directly, and how to skillfully give and receive constructive feedback.

Duration
1 Hour

UPCOMING EVENTS

July	Date (2)	Time
	Tuesday, July 11, 2023	5:00 PM
	Wednesday, July 19, 2023	11:00 AM

July	Date (2)	Time
	Wednesday, July 12, 2023	11:00 AM
	Thursday, July 20, 2023	3:00 PM

August	Date (2)	Time
	Thursday, August 10, 2023	3:00 PM
	Monday, August 28, 2023	12:00 PM

August	Date (2)	Time
	Friday, August 4, 2023	1:00 PM
	Monday, August 21, 2023	4:00 PM

September	Date (1)	Time
	Friday, September 8, 2023	1:00 PM

September	Date (2)	Time
	Tuesday, September 5, 2023	11:00 AM
	Wednesday, September 20, 2023	3:00 PM

October	Date (2)	Time
	Tuesday, October 3, 2023	3:00 PM
	Wednesday, October 18, 2023	11:00 AM

October	Date (2)	Time
	Thursday, October 5, 2023	3:00 PM
	Friday, October 27, 2023	1:00 PM

November	Date (2)	Time
	Thursday, November 2, 2023	11:00 AM
	Friday, November 17, 2023	11:00 AM

November	Date (1)	Time
	Tuesday, November 28, 2023	3:00 PM

December	Date (1)	Time
	Tuesday, December 12, 2023	11:00 AM

December	Date (2)	Time
	Tuesday, December 5, 2023	3:00 PM
	Wednesday, December 13, 2023	11:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

LEADERSHIP

Remember Names to Build Better Professional Relationships

Learn how to enhance your memory and recall people's names, make powerful introductions, and use conversation links to build rapport and trust with others.

Duration
2 Hours

LEADERSHIP

Secrets of Motivation

Learn how to identify and overcome signs of burnout and disengagement, discover what motivates your employees, and apply human relations principles to build effective relationships and commitment levels.

Duration
2 Hours

UPCOMING EVENTS

July	Date (2)	Time
	Monday, July 17, 2023	4:00 PM
	Friday, July 28, 2023	1:00 PM

July	Date (2)	Time
	Tuesday, July 25, 2023	2:00 PM
	Monday, July 31, 2023	11:00 AM

August	Date (2)	Time
	Wednesday, August 9, 2023	3:00 PM
	Thursday, August 24, 2023	11:00 AM

August	Date (3)	Time
	Thursday, August 3, 2023	2:00 PM
	Friday, August 18, 2023	1:00 PM
	Monday, August 28, 2023	10:00 AM

September	Date (2)	Time
	Friday, September 8, 2023	1:00 PM
	Monday, September 18, 2023	4:00 PM

September	Date (3)	Time
	Tuesday, September 5, 2023	2:00 PM
	Wednesday, September 20, 2023	10:00 AM
	Monday, September 25, 2023	2:00 PM

October	Date (1)	Time
	Tuesday, October 17, 2023	11:00 AM

October	Date (2)	Time
	Tuesday, October 10, 2023	10:00 AM
	Monday, October 30, 2023	11:00 AM

November	Date (2)	Time
	Monday, November 6, 2023	12:00 PM
	Friday, November 17, 2023	1:00 PM

November	Date (2)	Time
	Monday, November 13, 2023	2:00 PM
	Tuesday, November 28, 2023	11:00 AM

December	Date (1)	Time
	Tuesday, December 19, 2023	11:00 AM

December	Date (2)	Time
	Tuesday, December 12, 2023	10:00 AM
	Friday, December 15, 2023	1:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Secrets to Leading with Assertiveness

Learn how to be assertive without being aggressive, navigate difficult situations with confidence, advocate for your needs, and persuade others in a respectful way.

Duration
1 Hour

LEADERSHIP

Self-Awareness: Leading with Emotional Intelligence

Learn how to enhance your self-awareness and emotional intelligence, change your perspective, uncover your leadership qualities, and apply skills and principles that improve your empathy and confidence.

Duration
90 mins

UPCOMING EVENTS

Month	Date (1)	Time
July	Friday, July 14, 2023	1:00 PM

Month	Date (2)	Time
July	Tuesday, July 11, 2023	10:00 AM
	Friday, July 21, 2023	1:00 PM

Month	Date (2)	Time
August	Monday, August 7, 2023	4:00 PM
	Tuesday, August 15, 2023	11:00 AM

Month	Date (2)	Time
August	Monday, August 21, 2023	11:00 AM
	Thursday, August 31, 2023	2:00 PM

Month	Date (2)	Time
September	Wednesday, September 6, 2023	1:00 PM
	Thursday, September 14, 2023	3:00 PM

Month	Date (2)	Time
September	Monday, September 18, 2023	11:00 AM
	Friday, September 29, 2023	1:00 PM

Month	Date (2)	Time
October	Friday, October 6, 2023	1:00 PM
	Monday, October 16, 2023	4:00 PM

Month	Date (2)	Time
October	Tuesday, October 17, 2023	2:00 PM
	Wednesday, October 25, 2023	10:00 AM

Month	Date (2)	Time
November	Thursday, November 9, 2023	11:00 AM
	Tuesday, November 21, 2023	11:00 AM

Month	Date (1)	Time
November	Thursday, November 9, 2023	2:00 PM

Month	Date (2)	Time
December	Wednesday, December 6, 2023	3:00 PM
	Friday, December 15, 2023	1:00 PM

Month	Date (2)	Time
December	Friday, December 1, 2023	10:00 AM
	Monday, December 18, 2023	3:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

LEADERSHIP

Step Up to Leadership

Learn how to transition from doing to leading, delegating, manage time, appraise performance, create direction, foster collaboration, resolve conflicts, give, and receive feedback, balance people and processes, and hold yourself and others accountable. (3-Hour sessions)

Duration
2 Sessions

LEADERSHIP

Strategic Planning Essentials: Prepare for Future Success

Learn how to question and challenge your organization's processes, develop a strategic intent, evaluate your current situation, and strategize ways to improve outcomes.

Duration
3 Hours

UPCOMING EVENTS

July	Date (3)	Time
	Thursday, July 6, 2023	9:00 AM
	Wednesday, July 12, 2023	1:00 PM
	Monday, July 24, 2023	10:00 AM

July	Date (1)	Time
	Friday, July 7, 2023	1:00 PM

August	Date (2)	Time
	Tuesday, August 1, 2023	1:00 PM
	Friday, August 11, 2023	9:00 AM

August	Date (1)	Time
	Monday, August 7, 2023	10:00 AM

September	Date (3)	Time
	Wednesday, September 6, 2023	2:00 PM
	Monday, September 11, 2023	10:00 AM
	Tuesday, September 19, 2023	9:00 AM

September	Date (1)	Time
	Tuesday, September 12, 2023	1:00 PM

October	Date (2)	Time
	Thursday, October 5, 2023	1:00 PM
	Friday, October 20, 2023	9:00 AM

October	Date (1)	Time
	Wednesday, October 4, 2023	1:00 PM

November	Date (2)	Time
	Monday, November 6, 2023	2:00 PM
	Tuesday, November 14, 2023	9:00 AM

November	Date (1)	Time
	Thursday, November 16, 2023	9:00 AM

December	Date (1)	Time
	Wednesday, December 6, 2023	9:00 AM

December	Date (1)	Time
	Friday, December 22, 2023	9:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

LEADERSHIP

Succession Planning for You and Your Managers

Learn how to develop your succession planning strategy, identify and develop internal talent, anticipate competency needs, assess your current situation, and create a plan to fill the gaps left by retirement and turnover.

Duration
1 Hour

LEADERSHIP

Time Management

Learn how to eliminate time wasters, manage priorities, overcome procrastination, increase focus, plan, organize, relieve stress, handle communications, and lead meetings.

Duration
4 Sessions

UPCOMING EVENTS

Month	Date (0)	Time
July	*No Dates Available*	
August	*No Dates Available*	
September	*No Dates Available*	
October	Date (1) Wednesday, October 11, 2023	11:00 AM
November	Date (0) *No Dates Available*	
December	Date (0) *No Dates Available*	

*Time Zone - New York Eastern Time

[Register Here >](#)

UPCOMING EVENTS

Month	Date (1)	Time
July	Monday, July 10, 2023	10:00 AM
August	Thursday, August 3, 2023	1:00 PM
September	Friday, September 1, 2023	1:00 PM
October	Date (1) Wednesday, October 4, 2023	9:00 AM
November	Date (2) Tuesday, November 7, 2023 Monday, November 27, 2023	1:00 PM 10:00 AM
December	Date (0) *No Dates Available*	

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

LEADERSHIP

Time Management: Organize and Prioritize to Increase Your

Learn how to leverage time and increase productivity, work smarter, not harder, prioritize tasks, set goals, delegate effectively, and avoid distractions.

Duration
1 Hour

LEADERSHIP

Unleash the Power of Mentoring in Your Organization

Learn how to create a mentoring program that can engage employees, improve performance, and build loyalty, determine the mentoring purpose, evaluate mentee groups, match mentors with mentees, and use a 5-step process for mentoring conversations.

Duration
2 Hours

UPCOMING EVENTS

July	Date (2)	Time
	Monday, July 10, 2023	11:00 AM
	Tuesday, July 25, 2023	3:00 PM

July	Date (0)	Time
	<i>*No Dates Available*</i>	

August	Date (1)	Time
	Wednesday, August 2, 2023	3:00 PM

August	Date (1)	Time
	Friday, August 11, 2023	1:00 PM

September	Date (2)	Time
	Friday, September 1, 2023	1:00 PM
	Monday, September 18, 2023	2:00 PM

September	Date (0)	Time
	<i>*No Dates Available*</i>	

October	Date (2)	Time
	Tuesday, October 3, 2023	11:00 AM
	Wednesday, October 11, 2023	3:00 PM

October	Date (0)	Time
	<i>*No Dates Available*</i>	

November	Date (2)	Time
	Thursday, November 2, 2023	2:00 PM
	Friday, November 17, 2023	1:00 PM

November	Date (1)	Time
	Wednesday, November 22, 2023	10:00 AM

December	Date (2)	Time
	Monday, December 4, 2023	11:00 AM
	Tuesday, December 19, 2023	11:00 AM

December	Date (0)	Time
	<i>*No Dates Available*</i>	

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

LEADERSHIP

Working Remotely

Learn how to build virtual teams that are as efficient as face-to-face ones, overcome the challenges and leverage the benefits of working remotely, conduct effective virtual meetings, use collaboration tools, resolve conflict in virtual teams, and build trust, credibility, and respect.

Duration
3 Hours

UPCOMING EVENTS

Month	Date (1)	Time
July	Wednesday, July 12, 2023	1:00 PM

Month	Date (0)	Time
August	*No Dates Available*	

Month	Date (1)	Time
September	Thursday, September 28, 2023	9:00 AM

Month	Date (0)	Time
October	*No Dates Available*	

Month	Date (1)	Time
November	Friday, November 17, 2023	1:00 PM

Month	Date (0)	Time
December	*No Dates Available*	

*Time Zone - New York Eastern Time [Register Here >](#)

Ready to lead with strength and confidence?

Our Leadership Access shows you how to shift your mindset, boost your self-esteem, and apply effective strategies and tools used by successful leaders.

Click below and explore all Individual Live Online Subscriptions.

[View All Subscriptions](#)

Learn how to be a leader who inspires trust and efficiency

[Learn More](#)



PRESENTATION

Communicate Effectively

Learn how to plan and deliver messages that get results, overcome communication barriers, listen actively and empathetically, handle difficult conversations with tact and diplomacy, and adapt to different communication styles.

Duration

90 mins



UPCOMING EVENTS

July	Date (3)	Time
	Monday, July 10, 2023	3:00 PM
	Tuesday, July 18, 2023	9:00 AM
	Wednesday, July 26, 2023	2:00 PM

August	Date (3)	Time
	Tuesday, August 15, 2023	2:00 PM
	Monday, August 21, 2023	10:00 AM
	Friday, August 25, 2023	1:00 PM

September	Date (3)	Time
	Thursday, September 7, 2023	5:00 PM
	Tuesday, September 19, 2023	2:00 PM
	Monday, September 25, 2023	11:00 AM

October	Date (3)	Time
	Friday, October 13, 2023	1:00 PM
	Thursday, October 19, 2023	2:00 PM
	Tuesday, October 31, 2023	10:00 AM

November	Date (2)	Time
	Monday, November 20, 2023	2:00 PM
	Tuesday, November 28, 2023	10:00 AM

December	Date (2)	Time
	Monday, December 11, 2023	2:00 PM
	Thursday, December 21, 2023	10:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)



PRESENTATION

How to Present Online

Learn how to design and deliver engaging online presentations, use online tools and platforms effectively, manage online interactions and feedback, avoid common online presentation pitfalls, project confidence, credibility and enthusiasm through your voice and body language.

Duration

1 Hour



UPCOMING EVENTS

July	Date (1)	Time
	Friday, July 28, 2023	1:00 PM

August	Date (1)	Time
	Tuesday, August 29, 2023	3:00 PM

September	Date (2)	Time
	Wednesday, September 6, 2023	11:00 AM
	Friday, September 15, 2023	3:00 PM

October	Date (2)	Time
	Friday, October 6, 2023	1:00 PM
	Monday, October 23, 2023	12:00 PM

November	Date (2)	Time
	Thursday, November 2, 2023	3:00 PM
	Wednesday, November 15, 2023	11:00 AM

December	Date (1)	Time
	Tuesday, December 12, 2023	3:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com



PRESENTATION

Present Complex Information

Learn how to: Structure your presentation for maximum impact, use visuals and data to support your message, simplify technical jargon and acronyms, tailor your presentation to different audiences and levels of understanding, handle questions and objections confidently, use storytelling techniques to make your presentation memorable and persuasive.

Duration

1 Hour



UPCOMING EVENTS

July	Date (1)	Time
	Tuesday, July 18, 2023	3:00 PM

August	Date (1)	Time
	Thursday, August 10, 2023	11:00 AM

September	Date (2)	Time
	Friday, September 15, 2023	1:00 PM
	Monday, September 25, 2023	12:00 PM

October	Date (2)	Time
	Tuesday, October 17, 2023	3:00 PM
	Monday, October 30, 2023	12:00 PM

November	Date (2)	Time
	Thursday, November 2, 2023	11:00 AM
	Tuesday, November 21, 2023	3:00 PM

December	Date (1)	Time
	Thursday, December 21, 2023	11:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)



PRESENTATION

Present to Persuade

Learn how to analyze your audience's needs, motivations and objections, craft a persuasive message that appeals to their emotions and logic, use rhetorical devices and storytelling techniques to enhance your argument, deliver your presentation with confidence, passion, and conviction, overcome resistance and gain commitment from your audience, handle challenging situations such as hostile or skeptical audiences, competing agendas or unexpected events.

Duration

1 Hour



UPCOMING EVENTS

July	Date (1)	Time
	Friday, July 7, 2023	11:00 AM

August	Date (2)	Time
	Tuesday, August 1, 2023	3:00 PM
	Wednesday, August 16, 2023	11:00 AM

September	Date (2)	Time
	Thursday, September 7, 2023	3:00 PM
	Friday, September 29, 2023	1:00 PM

October	Date (2)	Time
	Monday, October 9, 2023	12:00 PM
	Tuesday, October 24, 2023	3:00 PM

November	Date (2)	Time
	Wednesday, November 1, 2023	3:00 PM
	Thursday, November 9, 2023	3:00 PM

December	Date (1)	Time
	Friday, December 1, 2023	1:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

PRESENTATION

Present with Impact

This course will help you present with impact in any situation. You will learn how to prepare and deliver presentations that capture your audience's attention, communicate your message clearly and effectively, use visuals and props creatively, demonstrate confidence and poise through your voice.

Duration
1 Hour

PRESENTATION

Successful Public Speaking

Learn how to prepare and organize your speech, use effective verbal and non-verbal communication techniques, engage your audience and handle nervousness, use feedback and evaluation tools to improve your performance and confidence. And as a bonus, you'll have access to unlimited presentation skills (On Demand) training for a full year!

Duration
3 Hours

UPCOMING EVENTS

Month	Date (1)	Time
July	Wednesday, July 26, 2023	3:00 PM

Month	Date (3)	Time
July	Tuesday, July 11, 2023 Wednesday, July 19, 2023 Friday, July 28, 2023	9:00 AM 1:00 PM 9:00 AM

Month	Date (2)	Time
August	Thursday, August 3, 2023 Friday, August 18, 2023	9:00 AM 1:00 PM

Month	Date (3)	Time
August	Monday, August 7, 2023 Tuesday, August 15, 2023 Thursday, August 24, 2023	2:00 PM 9:00 AM 1:00 PM

Month	Date (2)	Time
September	Tuesday, September 12, 2023 Wednesday, September 27, 2023	3:00 PM 11:00 AM

Month	Date (3)	Time
September	Friday, September 1, 2023 Wednesday, September 13, 2023 Thursday, September 28, 2023	9:00 AM 1:00 PM 9:00 AM

Month	Date (2)	Time
October	Thursday, October 12, 2023 Tuesday, October 31, 2023	11:00 AM 3:00 PM

Month	Date (3)	Time
October	Tuesday, October 10, 2023 Monday, October 23, 2023 Friday, October 27, 2023	9:00 AM 2:00 PM 9:00 AM

Month	Date (1)	Time
November	Thursday, November 30, 2023	11:00 AM

Month	Date (3)	Time
November	Wednesday, November 8, 2023 Thursday, November 16, 2023 Tuesday, November 28, 2023	5:00 PM 1:00 PM 9:00 AM

Month	Date (1)	Time
December	Friday, December 8, 2023	2:00 PM

Month	Date (3)	Time
December	Monday, December 4, 2023 Friday, December 15, 2023 Thursday, December 21, 2023	2:00 PM 9:00 AM 1:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)



PRESENTATION

The Art of Storytelling

Learn how to craft and deliver stories that connect with your listeners, convey your message, and inspire action, use storytelling techniques to enhance your presentations, sales pitches, meetings and conversations.

Duration

2 Hours



UPCOMING EVENTS

July	Date (3)	Time
	Wednesday, July 5, 2023	10:00 AM
	Friday, July 14, 2023	1:00 PM
	Tuesday, July 25, 2023	2:00 PM

August	Date (2)	Time
	Monday, August 7, 2023	11:00 AM
	Thursday, August 17, 2023	2:00 PM

September	Date (3)	Time
	Tuesday, September 5, 2023	10:00 AM
	Wednesday, September 13, 2023	2:00 PM
	Friday, September 22, 2023	10:00 AM

October	Date (2)	Time
	Monday, October 2, 2023	10:00 AM
	Thursday, October 12, 2023	2:00 PM

November	Date (3)	Time
	Friday, November 3, 2023	1:00 PM
	Tuesday, November 14, 2023	2:00 PM
	Wednesday, November 29, 2023	10:00 AM

December	Date (2)	Time
	Friday, December 15, 2023	10:00 AM
	Wednesday, December 20, 2023	2:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)



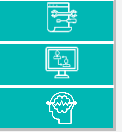
PRESENTATION

Virtual Meetings that Engage

Learn how to set clear objectives and agendas, choose the right technology and platform, manage online interactions and collaboration, handle technical issues and distractions, follow up effectively, apply Dale Carnegie's principles of human relations to build rapport and trust in a virtual environment.

Duration

2 Hours



UPCOMING EVENTS

July	Date (2)	Time
	Tuesday, July 18, 2023	2:00 PM
	Wednesday, July 26, 2023	10:00 AM

August	Date (2)	Time
	Friday, August 11, 2023	1:00 PM
	Monday, August 21, 2023	11:00 AM

September	Date (2)	Time
	Tuesday, September 12, 2023	10:00 AM
	Friday, September 22, 2023	1:00 PM

October	Date (2)	Time
	Thursday, October 19, 2023	2:00 PM
	Monday, October 30, 2023	2:00 PM

November	Date (1)	Time
	Tuesday, November 21, 2023	10:00 AM

December	Date (1)	Time
	Friday, December 15, 2023	1:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com



Do you want to inspire an audience, deliver your message with conviction and truly own the room?

[Learn More](#)



Want to have a lasting impact on people? Learn how to build authentic relationships with Dale Carnegie's tried and true methods

[Learn More](#)



PEOPLE SKILLS

Connecting and Collaborating with Others

Learn how to build trust and rapport in relationships with customers, colleagues, and teams, apply Dale Carnegie's proven principles for gaining trust and building rapport, and identify opportunities to improve relationships and build collaboration between teams.

Duration

90 mins



UPCOMING EVENTS

July	Date (1)	Time
	Monday, July 24, 2023	4:00 PM

August	Date (2)	Time
	Tuesday, August 1, 2023	11:00 AM
	Thursday, August 17, 2023	11:00 AM

September	Date (2)	Time
	Friday, September 1, 2023	1:00 PM
	Thursday, September 21, 2023	9:00 AM

October	Date (2)	Time
	Wednesday, October 4, 2023	3:00 PM
	Tuesday, October 24, 2023	11:00 AM

November	Date (2)	Time
	Thursday, November 9, 2023	11:00 AM
	Wednesday, November 29, 2023	3:00 PM

December	Date (2)	Time
	Friday, December 1, 2023	1:00 PM
	Monday, December 18, 2023	12:00 PM

*Time Zone - New York Eastern Time

[Register Here >](#)



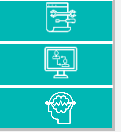
PEOPLE SKILLS

Create Your Work-Life Breakthrough

Learn how to live a balanced, healthy life by self-reflecting on what is truly important to you, identify areas of balance and unbalance in your life, common stressors that upset work-life balance, and stress reducing principles to apply to your professional and personal life, and commit to actions that reduce stress and regain balance.

Duration

1 Hour



UPCOMING EVENTS

July	Date (2)	Time
	Tuesday, July 11, 2023	11:00 AM
	Friday, July 21, 2023	1:00 PM

August	Date (1)	Time
	Wednesday, August 2, 2023	11:00 AM

September	Date (2)	Time
	Thursday, September 21, 2023	1:00 PM
	Wednesday, September 27, 2023	3:00 PM

October	Date (1)	Time
	Thursday, October 26, 2023	11:00 AM

November	Date (1)	Time
	Friday, November 3, 2023	1:00 PM

December	Date (1)	Time
	Monday, December 11, 2023	11:00 AM

*Time Zone - New York Eastern Time

[Register Here >](#)

PEOPLE SKILLS

Disagree Agreeably

Learn how to navigate disagreements in an agreeable and professional way, identify your personal hot buttons and your role in disagreements, cushion messages for greater acceptance, use evidence to eliminate doubt, and apply six rules for disagreeing agreeably, and contribute ideas and disagree in an agreeable way.

Duration
90 mins

PEOPLE SKILLS

Dream Big, Focus Small: Achieve Smarter Goals

Learn how to set SMARTER goals, identify the goals that are most important for your success, pinpoint the small steps that lead to big results, and apply 10 tips for achieving goals and improving your performance.

Duration
90 mins

UPCOMING EVENTS

Month	Date (1)	Time
July	Wednesday, July 19, 2023	3:00 PM

UPCOMING EVENTS

Month	Date (1)	Time
July	Monday, July 31, 2023	4:00 PM

Month	Date (2)	Time
August	Tuesday, August 22, 2023	11:00 AM
	Wednesday, August 30, 2023	3:00 PM

Month	Date (1)	Time
August	Tuesday, August 22, 2023	3:00 PM

Month	Date (1)	Time
September	Tuesday, September 26, 2023	11:00 AM

Month	Date (2)	Time
September	Tuesday, September 12, 2023	11:00 AM
	Friday, September 15, 2023	11:00 AM

Month	Date (2)	Time
October	Thursday, October 26, 2023	3:00 PM
	Monday, October 30, 2023	4:00 PM

Month	Date (1)	Time
October	Tuesday, October 31, 2023	3:00 PM

Month	Date (1)	Time
November	Wednesday, November 1, 2023	3:00 PM

Month	Date (0)	Time
November	<i>*No Dates Available*</i>	

Month	Date (2)	Time
December	Thursday, December 14, 2023	11:00 AM
	Friday, December 22, 2023	1:00 PM

Month	Date (1)	Time
December	Thursday, December 7, 2023	11:00 AM

*Time Zone - New York Eastern Time [Register Here >](#)

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

PEOPLE SKILLS

How to Communicate with Diplomacy and Tact

Learn how to communicate with confidence, credibility, clarity, and consideration, develop flexibility in your communication style and assess the intent of your messages, practice active listening and respond effectively, speak confidently, diplomatically, and tactfully in difficult situations, build rapport, and strengthen relationships, and use emotional controls to sustain success. >>> (3-Hour weekly sessions)

Duration
4 Sessions

UPCOMING EVENTS

Month	Date (1)	Time
July	Thursday, July 6, 2023	1:00 PM

Month	Date (1)	Time
August	Friday, August 4, 2023	9:00 AM

Month	Date (1)	Time
September	Monday, September 11, 2023	10:00 AM

Month	Date (0)	Time
October	<i>*No Dates Available*</i>	

Month	Date (2)	Time
November	Wednesday, November 1, 2023	9:00 AM
	Thursday, November 30, 2023	1:00 PM

Month	Date (0)	Time
December	<i>*No Dates Available*</i>	

*Time Zone - New York Eastern Time [Register Here >](#)

PEOPLE SKILLS

Managing Up

Learn how to influence the efficiency and effectiveness of your organization and work team, plan the way you communicate with managers and colleagues, manage priorities and expectations, effectively receive suggestions, and feedback, and sell an idea up the organization.

Duration
90 mins

UPCOMING EVENTS

Month	Date (1)	Time
July	Monday, July 17, 2023	11:00 AM

Month	Date (1)	Time
August	Friday, August 18, 2023	1:00 PM

Month	Date (1)	Time
September	Wednesday, September 13, 2023	10:00 AM

Month	Date (1)	Time
October	Tuesday, October 31, 2023	2:00 PM

Month	Date (1)	Time
November	Monday, November 27, 2023	2:00 PM

Month	Date (1)	Time
December	Thursday, December 14, 2023	10:00 AM

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

PEOPLE SKILLS

Managing Workplace Stress

Learn how to assess your current reactions to stress, stop worrying and start working to your full potential, commit to new work habits that will make you more productive and less stressed, and take more control over time management, organizational skills, and your attitude.

Duration
90 mins

UPCOMING EVENTS

Month	Date (3)	Time
July	Wednesday, July 5, 2023	9:00 AM
	Tuesday, July 11, 2023	1:00 PM
	Friday, July 28, 2023	9:00 AM

Month	Date (2)	Time
August	Tuesday, August 8, 2023	9:00 AM
	Monday, August 14, 2023	2:00 PM

Month	Date (3)	Time
September	Wednesday, September 6, 2023	2:00 PM
	Friday, September 15, 2023	9:00 AM
	Tuesday, September 26, 2023	1:00 PM

Month	Date (2)	Time
October	Wednesday, October 11, 2023	9:00 AM
	Tuesday, October 24, 2023	1:00 PM

Month	Date (3)	Time
November	Friday, November 3, 2023	9:00 AM
	Thursday, November 9, 2023	1:00 PM
	Wednesday, November 29, 2023	9:00 AM

Month	Date (2)	Time
December	Thursday, December 7, 2023	1:00 PM
	Monday, December 18, 2023	10:00 AM

*Time Zone - New York Eastern Time [Register Here >](#)

PEOPLE SKILLS

Overcoming Workplace Negativity with Enthusiasm

Learn how to identify the sources and effects of negativity in the workplace, use positive communication techniques to counter negativity, develop a positive attitude.

Duration
90 mins

UPCOMING EVENTS

Month	Date (2)	Time
July	Tuesday, July 11, 2023	1:00 PM
	Wednesday, July 19, 2023	9:00 AM

Month	Date (1)	Time
August	Monday, August 28, 2023	10:00 AM

Month	Date (2)	Time
September	Tuesday, September 5, 2023	1:00 PM
	Thursday, September 14, 2023	9:00 AM

Month	Date (2)	Time
October	Friday, October 6, 2023	1:00 PM
	Thursday, October 19, 2023	9:00 AM

Month	Date (2)	Time
November	Friday, November 17, 2023	9:00 AM
	Wednesday, November 29, 2023	1:00 PM

Month	Date (2)	Time
December	Tuesday, December 5, 2023	1:00 PM
	Friday, December 15, 2023	9:00 AM

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

SALES

Appeal to Buyer Motives to Close More Sales

Learn how to identify your buyers' needs, wants, fears and desires, use questioning techniques to uncover their hidden motives, match your product or service benefits to their motives, create value propositions that motivate them to buy, handle objections and close the sale with confidence.

Duration
1 Hour

SALES

Compelling Sales Presentations

Learn how to analyze your audience's needs, expectations and objections, craft a clear and convincing message that showcases your unique value proposition, use visuals and props creatively, demonstrate confidence and poise through your voice and body language, engage your audience with stories and testimonials, handle questions and feedback effectively.

Duration
3 Hours

UPCOMING EVENTS

Month	Date (1)	Time
July	Tuesday, July 25, 2023	11:00 AM

Month	Date (2)	Time
July	Tuesday, July 11, 2023	1:00 PM
	Monday, July 31, 2023	2:00 PM

Month	Date (2)	Time
August	Friday, August 11, 2023	1:00 PM
	Thursday, August 31, 2023	11:00 AM

Month	Date (1)	Time
August	Wednesday, August 9, 2023	1:00 PM

Month	Date (2)	Time
September	Monday, September 11, 2023	2:00 PM
	Tuesday, September 26, 2023	11:00 AM

Month	Date (1)	Time
September	Tuesday, September 5, 2023	9:00 AM

Month	Date (1)	Time
October	Thursday, October 12, 2023	11:00 AM

Month	Date (2)	Time
October	Tuesday, October 3, 2023	9:00 AM
	Friday, October 13, 2023	9:00 AM

Month	Date (2)	Time
November	Friday, November 3, 2023	1:00 PM
	Monday, November 27, 2023	4:00 PM

Month	Date (1)	Time
November	Wednesday, November 1, 2023	9:00 AM

Month	Date (2)	Time
December	Tuesday, December 5, 2023	3:00 PM
	Wednesday, December 20, 2023	11:00 AM

Month	Date (2)	Time
December	Tuesday, December 5, 2023	1:00 PM
	Thursday, December 14, 2023	9:00 AM

*Time Zone - New York Eastern Time [Register Here >](#)

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

SALES

Dale Carnegie Sales Training: Winning with Relationship Selling

Learn how to establish rapport and trust with your customers, understand their needs and expectations, offer solutions that match their goals and challenges, negotiate win-win outcomes, follow up effectively, apply Dale Carnegie's principles of human relations to enhance your sales performance and customer satisfaction. (3-hour weekly sessions)

Duration
8 Sessions

SALES

How to Cold Call and Build New Customers

Learn how to prepare for cold calls, use effective power phrases to gain appointments, be poised and confident when cold calling, maintain a positive attitude toward cold calling, handle rejection and objections gracefully, track your progress and results, use social media and email as part of your cold calling strategy.

Duration
3 Hours

UPCOMING EVENTS

Month	Date (1)	Time
July	Tuesday, July 11, 2023	2:00 PM

Month	Date (2)	Time
July	Wednesday, July 5, 2023 Thursday, July 20, 2023	5:00 PM 1:00 PM

Month	Date (1)	Time
August	Wednesday, August 2, 2023	10:00 AM

Month	Date (2)	Time
August	Wednesday, August 2, 2023 Friday, August 25, 2023	1:00 PM 9:00 AM

Month	Date (1)	Time
September	Thursday, September 7, 2023	5:00 PM

Month	Date (2)	Time
September	Monday, September 11, 2023 Thursday, September 28, 2023	10:00 AM 1:00 PM

Month	Date (1)	Time
October	Wednesday, October 4, 2023	1:00 PM

Month	Date (2)	Time
October	Tuesday, October 10, 2023 Friday, October 20, 2023	9:00 AM 9:00 AM

Month	Date (1)	Time
November	Monday, November 6, 2023	10:00 AM

Month	Date (2)	Time
November	Monday, November 6, 2023 Friday, November 17, 2023	9:00 AM 9:00 AM

Month	Date (0)	Time
December	<i>*No Dates Available*</i>	

Month	Date (2)	Time
December	Tuesday, December 5, 2023 Thursday, December 14, 2023	9:00 AM 1:00 PM

*Time Zone - New York Eastern Time [Register Here >](#)

*Time Zone - New York Eastern Time [Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself

Looking to develop and improve your skills?



Visit our website dalecarnegie.com

SALES

Negotiations: A Human Relations Approach

Learn how to prepare for negotiations, identify your best alternative to a negotiated agreement (BATNA), use effective communication and listening skills, apply Dale Carnegie's principles of human relations to build trust and rapport, handle emotions and conflicts, reach mutually beneficial agreements, deal with difficult negotiators and situations.

Duration
2 Hours

SALES

Trusted Advisor Bootcamp

Learn how to establish credibility and trust with your clients, understand their business goals and challenges, offer value-added solutions that align with their needs, create long-term partnerships that generate repeat business and referrals, position yourself as a trusted advisor in your industry, leverage social media and online platforms to build your personal brand and reputation. (2-hour weekly sessions)

Duration
6 Sessions

UPCOMING EVENTS

July	Date (2)	Time
	Friday, July 7, 2023	1:00 PM
	Monday, July 17, 2023	2:00 PM

July	Date (1)	Time
	Thursday, July 6, 2023	10:00 AM

August	Date (1)	Time
	Tuesday, August 1, 2023	10:00 AM

August	Date (0)	Time
	<i>*No Dates Available*</i>	

September	Date (2)	Time
	Thursday, September 7, 2023	2:00 PM
	Friday, September 29, 2023	1:00 PM

September	Date (1)	Time
	Tuesday, September 5, 2023	2:00 PM

October	Date (2)	Time
	Tuesday, October 10, 2023	2:00 PM
	Monday, October 23, 2023	11:00 AM

October	Date (0)	Time
	<i>*No Dates Available*</i>	

November	Date (2)	Time
	Wednesday, November 8, 2023	10:00 AM
	Thursday, November 30, 2023	2:00 PM

November	Date (1)	Time
	Monday, November 6, 2023	2:00 PM

December	Date (1)	Time
	Tuesday, December 12, 2023	2:00 PM

December	Date (0)	Time
	<i>*No Dates Available*</i>	

*Time Zone - New York Eastern Time

[Register Here >](#)

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com



Want to grow your revenue and connect with your customers?

[Learn More](#)



Build Trust and Strengthen Client Relationships

Master the skills of selling, communication, problem-solving, and negotiation!

Click below and explore our Sales Subscription Access and other Individual Live Online Subscriptions.

[View All Subscriptions](#)



DALE CARNEGIE COURSE

Effective Communications and Human Relations (8-session)

Learn how to communicate with clarity, confidence and impact, build rapport and trust with others, handle stress and pressure effectively, influence and persuade, develop a positive attitude and mindset that fosters success, apply Dale Carnegie's principles of human relations to enhance your personal and professional relationships. (3-Hour weekly sessions)

Duration

8 Sessions



UPCOMING EVENTS

	Date (2)	Time
July	Wednesday, July 12, 2023	9:00 AM
	Tuesday, July 25, 2023	5:00 PM
August	Monday, August 7, 2023	2:00 PM
	Thursday, August 17, 2023	9:00 AM
September	Date (1)	Time
	Friday, September 1, 2023	9:00 AM
October	Date (3)	Time
	Tuesday, October 3, 2023	1:00 PM
	Thursday, October 12, 2023	9:00 AM
	Friday, October 27, 2023	9:00 AM
November	Date (0)	Time
	No Dates Available	
December	Date (0)	Time
	No Dates Available	

*Time Zone - New York Eastern Time

[Register Here >](#)

Develop the skills to become a better, more confident, and more effective version of yourself



Looking to develop and improve your skills?

Visit our website dalecarnegie.com

The Dale Carnegie Live Online Experience



Personalized Live Online training from Dale Carnegie breaks the mold of lecture-based webinars.

Organizations today are struggling to create and operate in virtual environments which engage their leaders and remote teams. At Dale Carnegie, we provide our live online training that is designed to focus on individual participant results, engaging virtual activities, and personalized experiences.



Individual Focus

- You can contribute to the session, speak to the instructor, and connect with others.
- Leave engaged and equipped to apply what you've learned.



World-Class Certified Trainers

- All Dale Carnegie trainers go through one of the most rigorous certification processes in the industry, which means your participants are assigned world-class, dynamic trainers who deliver proven results.



Comprehensive Catalog

- Dale Carnegie offers an extensive catalog and calendar of courses, running on a flexible schedule, so you can select the right programs and ensure participants can take them at convenient times.



Interactive and Engaging

- We use a robust set of platform features to ensure learners stay engaged, including breakout rooms and interactive whiteboards.



High Quality Experience for Participants

- The quality of your learning experience and trainer delivery is of utmost importance. Proactive technical and customer support is available during your virtual programs.



Digital Materials and Certificates

- Our online learning portal provides participant materials and course completion certificates.



In-Class Customization

- For custom and in-house delivered live online programs you can discuss your expectations with your trainer, and they will deliver the course based on your organization's unique context and terminology.
- Group dynamics and participation are supported with individualized coaching for each participant.



dalecarnegie.com