



2024/2025 Program Schedule

Dale Carnegie Course®

- Stretch your abilities.
- Tackle complex challenges.
- Use the 5 drivers of success.
- Communicate clearly and concisely.
- Reduce self-consciousness and fear.
- Inspire others to take action.

This course will help you master the capabilities demanded in today's tough business environment. You will learn to strengthen interpersonal relationships, manage stress, and manage fast-changing workplace conditions. You will be better equipped to perform as a persuasive communicator, problem-solver, and focused leader. And you will develop a take-charge attitude initiated with confidence and enthusiasm.

Dates available:

In-Person - 12 Weekly Sessions:

Winnipeg: April 10
August 27
October 23

Steinbach: September 26

Winkler: January 2025

In-Person - 3 Full-Day Sessions:

Brandon: June 12

Winnipeg: September 16

Online - 8 Sessions:

September 24

Cost: \$2,095 + GST

Leadership Training for Managers

- Empower others and hold them accountable.
- Align performance goals with strategy.
- Recognize team success with enthusiasm.
- Build a culture of engagement.
- Apply effective coaching techniques.
- Own and learn from mistakes.

This course will help your own performance, become a strong leader, and add more value to the organization. Become a champion leader who strategically aligns organization objectives with individual development goals so that both roads lead to breakthrough performance.

In-Person dates available:

Winnipeg: October 15/16/17

3 Full Day Sessions

Cost: \$2,095 + GST

Lead with Influence: Gain Cooperation and Drive Results without Authority

- Become a true consultant to your stakeholders.
- Develop a personal relationship that earns you a seat at the table.
- Shift from addressing tactical needs to developing a strategic partnership.
- Evolve to a broader understanding of organizational context.
- Influence others to consider new approaches.

This course is essentially about leading without authority. It's about positioning yourself as a trusted advisor, a consultant, or a partner to whomever you're trying to influence. You will learn a proven process for engaging others in more meaningful conversations about change and new ideas. This program will help you write better emails, run better meetings, deliver better presentations, and better conversations. By making these improvements, you will deepen trust with others who have competing priorities and perspectives. This will result in stronger results for you and your organizations.

In-Person dates available:

Winnipeg: October 9/10

2 Full Day Sessions

Cost: \$2,095 + GST

2024/2025 Program Schedule (cont'd)

Develop Your Leadership Potential

- Increase self-awareness to recognize blindspots, areas of competency development and increase your leadership credibility.
- Model effective interpersonal communication and communicate with authenticity.
- Be ready to lead through change, take on new initiatives, and develop your team members into top performers.
- Convey honesty, integrity, and accountability to inspire and influence others and engage followers.
- Apply proven human relations techniques that will motivate and empower your team.
- Use authority and influence appropriately to achieve organizational goals and objectives.

With this course you will be more equipped to tackle complex challenges, expand your ingenuity, and excel in building team harmony. Use your new skills to achieve measurable results, securing your place as a valued contributor. As you become more adept at influencing, you'll find yourself inspiring others to take initiative and innovate.

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Winning with Relationship Selling

- Create and demonstrate sales strategies that facilitate the buying process through relationship-oriented techniques.
- Construct solutions in collaboration while offering insights and establishing value.
- Employ proven techniques to maintain customer relationships and encourage repeat business.
- Use methods to establish a connection with customers to gain access and establish trust.
- Apply the Dale Carnegie Sales Model to eliminate objections and minimize the need for negotiation.

This course will help you master a relationship-based selling approach, you can offer your customers value they cannot find on the internet: You! And you position yourself for long-term partnerships that bring positive outcomes for all parties.

In-Person dates available:

Winnipeg: November 19/20/21

3 Full Day Sessions

Cost: \$2,095 + GST