Program Schedule

September 15  
**Strictly Business: The Dale Carnegie Immersion Seminar**  
New York, NY  
This unique three-day seminar will help you master the skills you need to excel in today's competitive workplace. You'll learn to handle people more professionally and keep pace with fast-changing workplace conditions. After you complete the seminar you'll be equipped to perform as a persuasive communicator, creative problem solver and intelligent risk-taker.

September 22  
**Public Speaking Mastery**  
New York, NY  
Who wrote the book on public speaking? Dale Carnegie! He perfected the technique that turns those with the usual public speaking fears and phobia into polished professionals who get their
ideas across with poise and enthusiasm. Tap into these techniques and achieve amazing results with Public Speaking Mastery.

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**September 24**  
**Dale Carnegie Course**  
New York, NY  
You'll learn to strengthen interpersonal relationships, manage stress and handle fast-changing workplace conditions. You'll be better equipped to perform as a persuasive communicator, problem-solver and focused leader. And you'll develop a take-charge attitude initiated with confidence and enthusiasm.

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**Getting Rid of the Fear and Horror of Public Speaking**  
New York, NY  
This seminar is not designed to polish your presentation skills. Instead, it concentrates on that all-important first step: it gives you the confidence to stand in front of a group and speak. You'll learn to see a presentation as nothing more than an enlarged conversation; to use a few simple tricks to calm the butterflies; and, most importantly, get through the first two minutes of your talk - the time that makes or breaks your fear of public speaking.

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**September 30**  
**Dale Carnegie Sales Training: Winning with Relationship Selling**  
New York, NY  
In today’s complex sales environment, gimmicks and tactics are obsolete: customers are just too savvy. Armed with pricing and information from your website, reviews from the Internet, and recommendations from an army of colleagues and friends, they are the personification of the empowered consumer, knowledgeable beyond the need for basic information.
October 01  **How to Communicate with Diplomacy and Tact**  
New York, NY  
You'll gain dexterity and grace in dealing with new or trying situations; recognize how you come across to others; speak honestly and confidently; become conscious of body language; master your emotions; give and receive criticism constructively; present yourself as powerful - not intimidating; and say what you need to say without offending or creating conflict.

October 05  **Leadership Training For Managers**  
New York, NY  
Leadership development has meant different things in different times. The modern leader knows that it means developing the skills needed to motivate the modern team. These necessary skills can be learned through a leadership development training program, which is less stressful than being forced to learn the skills on the job. Working your way up the ladder, you've experienced numerous leadership styles from the previous generations of managers.

October 13  **High Impact Presentations**  
New York, NY  
Whether you are persuading colleagues, selling to a client or energizing a team, the power of your presentation makes the difference between success and failure.

October 19  **Dale Carnegie Course**  
New York, NY  
You'll learn to strengthen interpersonal relationships, manage stress and handle fast-changing workplace conditions. You'll be better equipped to perform as a persuasive communicator, problem-solver and focused leader. And you'll develop a take-charge attitude initiated with confidence and enthusiasm.
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Confident, Assertive, In Charge: Developing the Attitudes of Leadership
New York, NY
Now you can learn to tap into your latent power, unleash your inner attitudes of confidence and enthusiasm and build your visibility in the organization at Confident, Assertive, In Charge: Developing the Attitudes of Leadership.

Dale Carnegie Sales Training: Winning with Relationship Selling
New York, NY
In today???s complex sales environment, gimmicks and tactics are obsolete: customers are just too savvy. Armed with pricing and information from your website, reviews from the Internet, and recommendations from an army of colleagues and friends, they are the personification of the empowered consumer, knowledgeable beyond the need for basic information.
November 09
How to Communicate with Diplomacy and Tact
New York, NY
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November 16
How to Win Friends and Influence People in Business
New York, NY
Since 1912, business professionals have turned to Dale Carnegie's powerful books and winning interactive seminars to help them reach new levels of professional and personal success. His name is synonymous with How To Win Friends and Influence People, and this pioneer of people-skills essentially created and set the standard for interpersonal effectiveness, which continues to be as valid now as when the book was first written.
To unsubscribe from Dale Carnegie Training emails, [click here](mailto:nick.fennell@dalecarnegie.com).