



Leadership Training for Managers

The Dale Carnegie Leadership Training for Managers has been carefully developed to provide managers, supervisors, team leaders, coordinators and business owners with the tools necessary to be effective, informed leaders in today's ever-changing workplace. The specific objectives of the program are to help participants:

- Become more innovative and better able to generate new ideas and solutions
- Enhance planning skills to improve preparation and execution.
- Understand and engage in a results-oriented approach to leading others.
- Establish individual standards of performance.
- Delegate responsibility to subordinates with greater efficiency and comfort.
- Create positive control systems to better track efforts and results.
- Identify and diminish barriers to effective organizational communications.
- Learn to motivate others - building greater subordinate interest and teamwork.
- Make better decisions with greater confidence.
- Take the "me against you" feeling out of performance reviews.

The program is grounded in the premise that the actions and relationships of individuals are primary factors when considering an organization's ability to reach desired objectives. Successful business leaders agree that effectively motivating and leading people is infinity more challenging than



technical concerns, such as: computerized production, design, engineering, accounting, quality control, and inventory. It is the **people** within a company who are either motivated or apathetic, who respond positively or negatively to challenges, and who will ultimately change the organization.

With this in mind, The Dale Carnegie Leadership Training for Managers has been designed not only to clearly teach methods of effectively assessing needs and planning appropriate strategies; but also to show participants how to inspire, guide, and stimulate others to peak performances. The program helps individuals move from simply **managing** subordinates, to truly **leading** people and helping them to accept accountability, and to develop a greater sense of self-direction.

The seminar employs a “hands-on approach,” limiting hypothetical problems to illustration, and encouraging participants to practice and demonstrate what they learn with real life challenges and situations. As result, participation is limited to those who are currently active in a supervisory, managerial, or leadership position.

The training is conducted in three sessions, each running from 8:00am to 5:00pm on a weekday.



Special Features:

Practical Application – Class atmosphere is lively and encouraging. Participants acquire meaningful, practical skills, which may be immediately applied.

Class Size - The class is 18-36 participants

Program Flexibility - If a session is missed, the participant has an entire year in which to make up that session with another class, at no additional cost.

Accreditation - This program is recognized by the American Council on Education (ACE) for 2 upper baccalaureate credits in Principals and Practices of Management, or 2.8 CN-CEU's.

Investment and Guarantee - Total cost of this 3 day program is \$1795, which includes books and all supplies. If upon completion of the program the participant is not satisfied, they will be retrained, another person trained free of charge, or the tuition reimbursed in full.