



Dale Carnegie Training of Long Island
290 Motor Parkway
Hauppauge, NY 11788
631.415.9383



2018 COURSE SCHEDULE January — March

LEADERSHIP TRAINING FOR MANAGERS 7 WEEKS

01/16/18— 02/27/18

TUESDAYS
6:00 PM TO 9:30 PM

- Master the 8 Step Planning Process
- Align Performance Goals with Strategy
- Develop Teamwork and Trust
- Learn the 8 Step Delegation Process

DALE CARNEGIE SKILLS FOR SUCCESS 8 WEEKS

02/05/18 — 03/26/18

MONDAYS
6:00 PM TO 9:30 PM

- Strengthen People Skills
- Inspire Others to Take Action
- Learn How to Manage Worry and Stress
- Communicate Logically, Clearly and Concisely

WINNING WITH RELATIONSHIP SELLING 8 WEEKS

03/20/18 — 05/08/18

TUESDAYS
6:00 PM TO 9:30 PM

- Create Goals for Personal and Professional Success
- Build a Winning and Confident Attitude
- Establish Credibility and Communicate Your Value
- Develop Powerful Questions to Uncover Customer Needs

HIGH IMPACT PRESENTATIONS 2 FULL DAYS

03/23/18 & 03/30/18

FRIDAYS
9:00 AM TO 5:00 PM

- Be Natural & Relaxed While Presenting
- Communicate with Clarity & Force
- Project Confidence & Enthusiasm that Builds Credibility
- Use Facts & Evidence to Persuade Your Audience

longisland.dalecarnegie.com/events/