



High Impact Presentations

**Dale
Carnegie**

Effective Leaders Communicate with Enthusiasm and Confidence

A presentation is a critical business tool. Whether your communication goal is to persuade, sell or inspire, your presentation is what will differentiate you from your competitors. Think of it as the jewel in your crown. When properly executed, your presentation will make you stand out. Your audience will view you as prepared, informed and confident.

Since 1912 Dale Carnegie provided business people the tools to successfully navigate complex business environs. This program provides the skills that empower professionals to communicate confidently and competently to all types of audiences. We illustrate proven methods and techniques that allow you to develop compelling presentations with universal appeal, yielding consistent, positive results.

High Impact Presentations focuses on structuring an effective presentation that will build credibility, enhance a client relationship and clearly convey your concept. You will explore the optimum use of voice and gesture to create a lasting impression as well as a variety of presentation styles, ranging from a formal speech to a casual meeting or contentious conversation.

Participants are given multiple opportunities to develop and practice innovative presentations. You will be videotaped, evaluated and mentored by an expert until you have achieved the ultimate goal, the ability to deliver a masterful presentation.

The class is small. The environment is supportive. The work is intense. And the results are outstanding. It is experience that makes a marked difference in business results. You'll see measurable gains in better communication, enhanced personal and corporate image, and ultimately, your bottom line.

What We Will Cover

- Creating a positive impression
- Increasing credibility
- Presenting complex information
- Communicating with greater impact
- Motivating others to action
- Overcoming adverse situations
- Inspiring people to embrace change
- Effecting change



Learn How To

- Persuade your audience using indisputable data
- Lead effective Q&A sessions
- Communicate with clarity and certainty
- Interact with a natural and composed demeanor
- Illustrate complex material directly and simply
- Demonstrate unfamiliar material expertly
- Project confidence and enthusiasm that builds credibility

Who Should Attend

Professionals needing to inspire large audiences, motivate sales executives, address the media, or simply control a meeting. As this seminar focuses on more advanced presentation skills, it is recommended that all participants have some prior experience in public speaking.

High Impact Presentations

Format

Physical Class or Live Online

Location

DC Training Malaysia Sdn Bhd (313724-D)
A1209-A1210, Pusat Dagangan Phileo
Damansara II, 15 Jalan 16/11, Off Jalan
Damansara, 46350 Petaling Jaya, Selangor
Darul Ehsan.

Price

RM3,500.00 (Excluding SST)



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The Bottom Line...

High Impact Presentations, Delivers Results

Automotive

Audi
BMW AG (Wallis Motors RT)
Ford Motor Company
General Motors Acceptance Corp.
Mercedes-Benz
Porsche AG
Toyota Astra Motor

Communication & Information Systems

ABC Cable Networks Group
Alcatel Indonesia
Aspect Communications
AT&T
Comcast
Cox Communications
Standard & Poor's
Telmex
Time Warner Cable
Verizon
WESTEL Mobile Telecommunication Co.

Education

Colorado State University
Fordham University
Harvard University
London Business School
Pennsylvania State University
Universitas Surabaya
Universidade Potiguar
Washington State University

Energy Services

Alstom
BP Chemicals
Chevron Energy Solutions
ExxonMobil

Kuwait Oil Company
Pilipinas Shell Petroleum

Financial & Insurance Services

ABN AMRO Bank
AEGON Insurance Co.
Al Rajhi Bank
AutoOne Insurance
Axa Insurance
Ahold USA
Allstate Insurance Company
Banco de México
Bank of America
Bank Central Asia
Bank of Tokyo-Mitsubishi UFJ
Cigna Health Insurance
Citigroup
Commercial Bank of Kuwait (CBK)
Deloitte LLP
Empire BlueCross BlueShield
Equitas
Farmers Insurance Group
JPMorgan Chase
Merrill Lynch
Municipal Credit Union
Navy Army Community Credit Union
Nordea Bank Sverige
Progressive Corporation
Sovereign Bank
State Bank of India

Food & Beverage

Anheuser-Busch
Campbell Soup Company
Cargill
Coca-Cola Enterprises
Coors Brewing Company
Frito-Lay

Hormel Foods
Interbrew
Nestle Purina AB
Pepperidge Farm, Inc.
Sara Lee Corporation
Stanfilco Division of Dole Philippines
Unilever

Healthcare & Pharmaceuticals

AstraZeneca
Sanofi-Aventis U.S. LLC
BAYADA Nurses
Boulder Community Hospital
Bristol-Myers Squibb
Dankos Laboratories Tbk
Evans Vaccines Ltd
GlaxoSmithKline
IDEXX
Jacob Healthcare
Johnson & Johnson
Kwong Wah Hospital
Laboratorium Klinik Prodia

Hospitality

Argosy Casino Hotel & Spa
Dwidaya Tour & Travel
Four Seasons Hotel Las Vegas
Hampton Inn & Suites
InterContinental Buenos Aires
The Kahala Hotel and Resort
Radisson Hotels

Manufacturing & Shipping

Adidas
Alcan Packaging
Baker Concrete Construction
Caterpillar, Inc.
Delami Garment Industries

DuPont Indonesia
Hitachi Metals America, Ltd.
Hong Kong Oxygen & Acetylene Co. Ltd.
Hunter Douglas
Ingeniería Gastronómica
International Trucks
JanPak
John Deere
Lear Corporation
Liz Claiborne
Mitsui O.S.K. Lines, Ltd.
Philip Morris International
Sappi UK
Securitas
Star Shipping Argentina S.A.
Synthes
Tetra Pak PT
Thomas & Betts
Tirtha RIA
USA Screen Printing
3M Company

Retail

Ace Hardware
Best Buy
Costco Wholesale
Domino's Pizza
Dunkin' Donuts
Enterprise Rent-A-Car
The Home Depot
McDonald's Corporation
Radco Food Stores
Staples
Target Corporation
T.J. Maxx
Walmart
Wawa

Service Companies

1-800-Flowers.com
ADT Security Services
American Dental Service
American Heart Association
American Red Cross
ARAMARK
BBC Worldwide
Chicago Bulls
Cinecolor Argentina
Finning International, Inc. (Canada)
Hapag-Lloyd
HDR Inc
Manpower
Manchester City Football Club
March of Dimes
Northrop Grumman
NYC Transit
Reed & Mackay Travel Ltd
Thomson Learning Iberoamerica
United States Postal Service
United Water
United Way Worldwide
US Coast Guard
US Navy
UNICEF

Technology

Apple
Binatone Global
Ciudad Internet
IBM
Intel
Microsoft
Oracle
VoxCom
WebMD

Case Study

Customer

A Healthcare Performance
Measurement & Improvement
Service Company

Number of Employees 560

“Gaining credibility was a critical step in fulfilling our mission to improve the delivery of healthcare. Dale Carnegie Training® complements our internal training efforts by providing a well-structured program for improving performance.”

- Director, Customer Service
A Healthcare Performance, Measurement & Improvement
Service Company

Challenge:

Maintaining rapid growth and category leadership in such a competitive industry places tremendous demands on employees to grow personally and take on the responsibilities of leadership at an accelerated pace. The company needed to expand the capability of its service and sales teams, especially the individuals who would travel to client sites to deliver presentations

Solution:

Dale Carnegie Training delivered a customized program centered around Presentation Effectiveness. The program incorporates a variety of training methods, including group interaction, one-on-one critiques and facilitation.

Results:

Since engaging Dale Carnegie, the average score for Likelihood to recommend this Speaker has increased from 85 to 90, and the average score for Presentation Style has increased from 84 to 90. More importantly, the number of trained service consultants on the road presenting to clients has more than doubled, providing the company with many more opportunities to provide improvement solutions and stay out in front of the competition.

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