Develop Your Leadership Potential: Stop Doing, Start Leading™

Dale Carnegie®

Develop Your Leadership Potential: Stop Doing, Start Leading™

It's a trap! We have a tendency to promote our top performing employees into leadership positions. We assume that a high-performance employee can immediately translate into a high-performance leader. The fact is that the skillset and mindset are completely different, and the transition can be difficult, often resulting in failure. Making it even more difficult is having to manage former peers. It's hard on your new leaders because they have to shift from being accountable for their own performance to being accountable for the results of others. It's hard on the organization because you lose the work output from their prior role while gaining a leader who is learning on the job.

Avoid these common traps and start building your leadership pipeline. Give your emerging leaders and your high potential employees the skills to transition from a high performer or a good supervisor into an effective and engaging leader.

Develop Your Leadership Potential: Stop Doing, Start Leading goes beyond traditional leadership training programs because it focuses on the essential skills that are needed to build strong teams and equip new leaders with the right attitudes to step up and take charge. This program is specifically designed to address the challenges that new leaders face, to help them change their mindset, and to give them confidence with proven strategies and tools that are used by the most successful leaders.

Join us to learn more about this program and see how the Dale Carnegie Leadership Model can take your top performers and turn them into your next generation of leaders. Develop Your Leadership Potential: Stop Doing, Start Leading is perfect to nest within internal future leader or high potential programs at your organization or within your department.

Competencies for New Leaders:

- Honesty & Integrity
- Self-Aware
- Positively Influences Others
- Inspiring
- Others-Focused
- Accountability
- Competent
- Uses Authority Appropriately
- Develops Self
- Develops Others
- Effective Communicator
- Confident
- Self-Directed
- Self-Regulates

Who Should Attend

Individuals who have been recently promoted into management or supervisory positions. High potential or top performing employees who are being considered for a leadership position.

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
RM4,500.00 (Excluding SST)

Develop Your Leadership Potential: Stop Doing, Start Leading

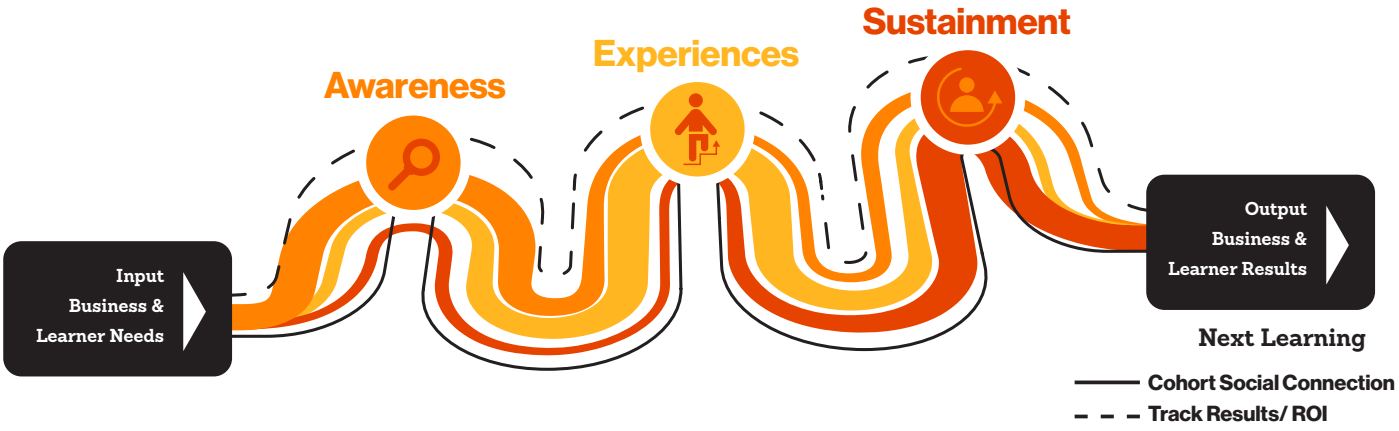
For the most up-to-date listing of class schedules and more information, please visit us online at:

dalecarnegie.com.my

Performance Change Pathway™

The Dale Carnegie Design and Delivery Framework

The Dale Carnegie experience engages learners from the initial contact through follow-up and provides support to reinforce key behaviors. Our methodology supports the development of skills and habits needed to sustain performance change. We believe that the emotional shift is as important as the behavior shift. That's why our Performance Change Pathway™ shows our deliberate approach to creating training programs that drive improved performance.



Dale Carnegie's Performance Change Pathway™ encompasses five key components: Input, Awareness, Experience, Sustainment and Output. We know that these components are essential to the design and delivery of our programs. They formulate a continuous learning path for participants to drive organizational results.

The Bottom Line ...

Develop Your Leadership Potential: Stop Doing, Start Leading, Delivers Results

Automotive
Audi
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
Verizon

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
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)
Empire BlueCross BlueShield
Equitas
Farmers Insurance Group
JPMorgan Chase
Merrill Lynch
Municipal Credit Union
NavyArmy 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

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
Hapag-Lloyd
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.
Northrop Grumman
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
Ahold USA
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
Deloitte LLP
Finning International, Inc. (Canada)
HDR Inc
Manpower
Manchester City Football Club
March of Dimes
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

Dale Carnegie™

dalecarnegie.com.my

U.S. Franchisees are accredited by the Accrediting Council for Continuing Education and Training (ACCET).
© 2019 Dale Carnegie & Associates, Inc. All rights reserved. Develop Your Leadership Potential Brochure 021219 • 9090810