



Dale Carnegie[®] Live Online Solutions

COVID-19 has disrupted every aspect of our life and we are now adhering to the new normal. Our training for the last decades has been successful through direct and physical human interactions and meaningful relationships created via our training programs. Our founder, Dale Carnegie, believed that we must be agile in adapting, transforming, and innovating as time changes. For us, that means being able to stay ahead and provide the best service and training experience to our clients regardless of the platform used – now through our live online offerings.

Dale Carnegie Live Online Options



Live Online **Webinars**

- 1.5-hour virtual instructor-led session utilizing chat, whiteboard tools, and polling
- Fast-paced, interactive exchange of timely skills
- Participants engage through interactive tools addressing outcomes and “How To’s”
- Breakout Rooms: Participants are given the chance to put skills and new process to practice in small groups



Live Online **Workshop**


- 2- and 3-hour virtual instructor-led sessions utilizing chat and voice interaction, whiteboard tools, polling, and breakout rooms
- Skills development with emphasis on relevant business examples and collaboration
- Individualized coaching from the trainer and ongoing feedback for participants
- Breakout Rooms: Participants are given the chance to put skills and new process to practice in small groups



Live Online **Training**

- Includes all Workshop features
- Multiple sessions, usually held on the same day on consecutive weeks
- Deep dive skills development boot camps with emphasis on business examples and collaboration

SALES EFFECTIVENESS

Type	Programs	Objectives	Duration
 <p>Live Online Training</p>	Winning with Relationship Selling	<ul style="list-style-type: none"> ■ Create and demonstrate sales strategies that facilitate the buying process through relationship-oriented techniques ■ Use methods to establish a connection with customers to gain access and establish trust ■ Construct solutions in collaboration with customers while offering insights and establishing value 	2 hours 8 sessions In-house Session
	Virtual Selling	<ul style="list-style-type: none"> ■ Build self-confidence and competence to overcome the top challenges in a virtual selling environment ■ Engage buyers in a virtual environment using a customer-centric sales process ■ Demonstrate a compelling, executive presence with your customers 	3 hours 5 sessions In-house Session

Live Online Training Global Accreditation

Dale Carnegie Live Online courses have been accredited by several of the most important professional organizations



The Society for
Human Resource
Management



Human Resource
Certification Institute



Project
Management
Institute



National Association of
State Boards of
Accountancy

The Bottom Line...

The Dale Carnegie Course, Delivers Results

Automotive Audi BMW AG (Wallis Motors RT) Ford Motor Company General Motors Acceptance Corp. Mercedes-Benz Porsche AG Toyota Astra Motor	Kuwait Oil Company Pilipinas Shell Petroleum	Hormel Foods Interbrew Nestle Purina AB Pepperidge Farm, Inc. Sara Lee Corporation Stanfilco Division of Dole Philippines Unilever	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	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
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.	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	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	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	Technology Apple Binatone Global Ciudad Internet IBM Intel Microsoft Oracle VoxCom WebMD
Education Colorado State University Fordham University Harvard University London Business School Pennsylvania State University Universitas Surabaya Universidade Potiguar Washington State University	Food & Beverage Anheuser-Busch Campbell Soup Company Cargill Coca-Cola Enterprises Coors Brewing Company Frito-Lay	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	
Energy Services Alstom BP Chemicals Chevron Energy Solutions ExxonMobil				

Case Study

Customer

Keurig Green Mountain

Type of Business

Specialty Coffee/Wholesale Retail

Number of Employees 6,000+

“Our business aim in working with Dale Carnegie was really to empower our individuals so they had the confidence to step forward, speak up, participate, and take charge of their lives and their careers.”

- Bob Stiller, Founder, Keurig Green Mountain

Challenge: Keurig Green Mountain, after enjoying steady success in its core market, decided it would begin expansion efforts. In order to safeguard its culture and prepare its employees for the challenges ahead, it needed to step up its training initiatives.	Solution: The Dale Carnegie Course would immerse Keurig Green Mountain employees in a rigorous time-phased training curriculum that balanced individualized coaching with group training. During the course participants engaged in a continuous cycle of improvement, during which they transitioned between the classroom and the workplace, putting principles into practice and getting feedback from their peers.	Results: Advances in innovation and idea sharing have led to a proliferation of breakthrough projects and creative ideas that have helped improve efficiency and continue steady expansion.
--	--	---