



Achieving Success Through Human Relations Skills

To achieve success in today's work world – with its emphasis on collaboration, teamwork, motivation and leadership – you need to perfect your interpersonal skills. The acknowledged master of successful human relations is Dale Carnegie. His book, *How to Win Friends and Influence People*, has shown 24 million readers how to reach their goals by helping others reach their full potential. Now you can learn his principles and practice them firsthand at *Achieving Success through Human Relations Skills*.

This new, two-day seminar will show you how to understand and get along with just about everybody; become liked and respected quickly; and most importantly, win

others to your point of view. You'll learn to gain commitment, create an atmosphere of trust, promote intelligent risk-taking, and use your own best traits to lead people to the successful completion of your goals.

Through a series of exercises, you'll gain the proven Carnegie techniques for turning conflict into cooperation and divergent views into agreement. By the end of this seminar, you'll have the confidence to handle difficult people with ease and the tools to turn resistance into willing participation.

If your success depends on creating cooperation, moving people from “no” to “yes” and gaining commitment to shared goals, register for *Achieving Success through Human Relations Skills* today.

WHO SHOULD ATTEND

Managers who want to achieve high performance results through cooperation and commitment; all who want to cultivate better relationships with the people in their lives.

LEARN HOW TO

- Influence discussions to the outcome you want
- Use the Socratic method to move conversations to “yes”
- Employ Carnegie's nine ways to change behavior without creating resentment
- Motivate others to get the job done
- Work with difficult people
- Understand how your attitude impacts those around you
- Criticize – and not be hated for it
- Gain cooperation with an appeal that works every time
- Use a win-win approach to create an atmosphere of trust
- Replace giving orders with giving encouragement
- Use Dale Carnegie Training®'s 12 ways to win people to your point of view

For more information or to register, visit us at www.dalecarnegie.com/catalog