



Fundamental LEADERSHIP Program



Companies today know that ever stronger business results are tied to the quality of “the human asset.” After all, it’s people who provide the edge to increase customer satisfaction, expand market share, and build corporate value.

Fundamental Leadership Program will help you master the capabilities demanded in today’s tough business environment. You’ll learn to strengthen interpersonal relations, manage stress and handle fast-changing workplace conditions. You’ll be better equipped to perform as a persuasive communicator, creative problem-solver and focused leader. And you’ll develop a take charge attitude that allows you to initiate with confidence and enthusiasm.

It will also teach you the 5 Drivers of Success:

- Build Greater Self-Confidence
- Strengthen People Skills
- Enhance Communication Skills
- Develop Leadership Skills
- Reduce Stress and Improve our Attitude

For information and registration please e-mail us at: info@dalecarnegie.co.id

1. Build a Foundation for Success
Recall and Use Names

- Connect with other business professionals and achieve breakthrough goals
- Apply a proven process to recall names and facts

2. Build on Memory Skills &
Enhance Relationships
Increase Self-Confidence

- Utilize a proven process to strengthen relationships
- Use our experiences to communicate more confidently

3. Put Enthusiasm to Work
Recognize Achievements

- Become more enthusiastic in day-to-day activities
- Use past achievements as a springboard to future

4. Put Stress in Perspective
Motivate Others &
Enhance Relationships

- Handle stress before it handles you
- Persuasively communicate in a way so people are moved to action

5. Energize Our Communications
Unleash Our Full Potential

- Become more animated to energize and engage listeners
- Express beliefs with power and conviction

6. Make Ideas Clear
Think on Our Feet

- Communicate clearly and concisely
- Reduce self-consciousness and fear

7. Gain the Willing Cooperation
of Others
Commit to Influence Others

- Create a “win-win” environment
- Explore methods to minimize resistance

8. Build Others Through
Recognition
Realize the Power of Enthusiasm

- Give positive feedback on the strengths in others
- Use enthusiasm to reinvigorate your life

9. Demonstrate Leadership
Develop More Flexibility

- Deal with challenging interpersonal situations more effectively
- Use flexibility to create positive change

10. Disagree Agreeably
Manage Our Stress

- Keep lines of communication open even when we disagree
- Increase our ability to manage worry and stress

11. Be a Human Relations
Champion
Inspire Others

- Continuously apply Dale Carnegie principles
- Inspire others to take action

12. Celebrate Achievements &
Renew Our Vision

- Identify major successes and commit to continuous improvement