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DALE CARNEGIE TRAINING

Date: April 14, 4:00 PM —6:00 PM
Place: Hobart Corporation
Sales Training Center
701 S. Ridge Avenue, Troy
Presenter: John Krugman, Dale Carnegie

How to Thrive in Difficult Economic Times

OVERVIEW

Change and transition can bring both uncertainty and opportunity. How you handle yourself can dramatically impact your professional demeanor and the productivity of the team. It is critical that you recognize the personal impact of the transition and find ways to effectively adapt to changes. Then it is important that you step up and demonstrate leadership among your team members to help them in dealing with changes. It is also an important time to keep in contact with your manager so you can be aware of changes as they occur, keep your projects on track, and professionally share your concerns and ideas with your manager. This program will help you strengthen the tools necessary to not only survive the transition period, it will provide you with methods to thrive during the transition and be positioned to perform at continued peak levels.

OUTCOMES

- Positive perspective on change and transition
- Clear expectations from fellow team members
- Clear expectations for fellow team members
- A model to use in navigating key phases of change and transition
- Principles to reduce stress and increase professional focus
- Techniques to communicate needs, desires, and concerns effectively through the transition period
- A process to share points of disagreement with others without raising resentment and frustration for them
- Tools to use in keeping the lines of communication open with your manager

At the completion of this program, participants will be able to:

- Commit to principles for effectively adapting to change
- Integrate the Change Model into team interactions
- Maintain emotional control in difficult situations
- Respond to difficult situations in a confident, diplomatic, and tactful way

"Great teamwork is the only way we create the breakthroughs that define our careers."

Pat Riley

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