



DALE CARNEGIE®  
TRAINING

## SEMINAR SERIES

### LEADERSHIP

#### HOW TO WIN COOPERATION & INFLUENCE PEOPLE

Are you a manager or a leader? Managers give orders and gain - at best - robotic compliance. Leaders influence people to their way of thinking and gain enthusiastic cooperation. If you want to be the kind of leader companies want today you need to attend *How to Win Cooperation and Influence People*.

At this dynamic one-day seminar you will learn to use Dale Carnegie's human relations principles made famous in *How to Win Friends and Influence People* - to make people glad to do what you want to do.

This is not a seminar in how to manipulate people. Rather it shows you how to:

- Build trust in the workplace
- Create a collaborative work environment
- Get buy-in because employees support directions they help create

**REGISTER TODAY**

**490.1611**

[www.easternvirginia.dalecarnegie.com](http://www.easternvirginia.dalecarnegie.com)

#### ONE DAY SEMINAR

**WEDNESDAY**

**JUNE 29<sup>th</sup>**

**8:30 - 4:30**

*Ray & Joan Kroc Corps*

*Community Center*

*1401 Ballentine Blvd.*

*Norfolk, VA 23504*

**\$250.00**

*Breakfast & Lunch Provided*

**REGISTER  
TODAY**

Registration Link: <http://easternvirginia.dalecarnegie.com/events/how-to-win-cooperation-and-influence-people/>