



DALE CARNEGIE TRAINING®
www.dalecarnegie.com

Dale Carnegie Training® FACT SHEET

- Founded in 1912, Dale Carnegie Training® has evolved from one man's belief in the power of self-improvement to a performance-based training company with offices worldwide. It focuses on giving people in business the opportunity to sharpen their skills and improve their performance to build positive, steady, profitable results. The company celebrated its 100th anniversary on October 22, 2012.
- Headquartered in Hauppauge, New York, Dale Carnegie Training® is represented in all **50 of the United States** and in **over 90 countries**, and is dedicated to serving the business community worldwide.
- Dale Carnegie Training® emphasizes practical principles and processes by designing programs that offer people the knowledge, skills and practices they need to add value to the business.
- Connecting proven solutions with real-world challenges, Dale Carnegie Training® is recognized internationally as the leader in bringing out the best in people.
- Dale Carnegie Training is dedicated to helping our franchisees achieve extraordinary business results for their clients and themselves by continually improving the brand's reputation for excellence in content, delivery, and franchisee support systems.
- More than **2,700 trainers** offer Dale Carnegie Training® programs in **more than 30 languages**.

- Approximately **8 million people** have completed Dale Carnegie Training®. In fact, **hundreds of thousands** of people go through a Dale Carnegie Training experience in a year.
- Dale Carnegie Training® has implemented instruction in over 400 of the Fortune 500 corporations.
- Dale Carnegie Training® organization announced the creation of the Millennium Group. The Group is comprised of the top-revenue and unit producing operations from Dale Carnegie Training's worldwide offices. Group members include Dale Carnegie Training® offices from Europe, Asia, and North and South America -locations that span over 85 countries.
- As part of our ISO 9001 certification and Dale Carnegie's commitment to quality, we measure the effectiveness of our training. In an ongoing global survey on customer satisfaction, 99% of Dale Carnegie Training graduates express satisfaction with the training they receive. The survey is administered globally and is based on over 500,000 graduates.
- The vast majority of Dale Carnegie Training® local franchised organizations in the U.S. have been accredited by the Accrediting Council for Continuing Education and Training (ACCET). Recognized by the U.S. Department of Education, ACCET is a voluntary group of educational organizations dedicated to promoting the highest standards of continuing education and training.
- Dale Carnegie Training® and its accrediting agency (ACCET) are included in ACE's directory of Accredited Institutions of Postsecondary Education (AIPE). The AIPE directory is used by many corporations as a reference in determining eligibility for corporate tuition support. This listing acknowledges the quality and value of Dale Carnegie Training as we join many prestigious colleges and universities already listed. Dale Carnegie Training has also been recommended for college credit by the American Council on Education (ACE), accredited by

the Accrediting Council for Continuing Education and Training (ACCET), has ISO 9001 certification, and is recognized for continuing education credits by a growing number of professional associations.

- All Dale Carnegie Training® local franchised organizations in the U.S. are approved through the GSA Federal Supply Schedule #GS-10F-0329K to offer their products and services to federal government agencies.

About Dale Carnegie Training®

Dale Carnegie Training® partners with middle market and large corporations as well as organizations to produce measurable business results by improving the performance of employees with emphasis on [leadership skills](#), sales, team building and interpersonal relations, customer service, public speaking and presentations and other essential management skills. [Dale Carnegie's corporate training](#) specialists work with individuals, groups and organizations to design solutions that unleash your employees' potential, enabling organizations to reach the next level of performance. Dale Carnegie Training® offers public courses, seminars and workshops, as well as in-house customized training, corporate assessments, online learning and one-on-one coaching.

Dale Carnegie Training is available in 30 languages, covers the entire United States and reaches over 85 countries. Approximately eight million people throughout the world have experienced Dale Carnegie Training, and includes 400 of the Fortune 500 companies as its clients. Dale Carnegie Training® was recently included in the prominent list of 20 companies as one of the Top Leadership Training Companies by TrainingIndustry.com. Additionally, Dale Carnegie's best-selling book, *How to Win Friends and Influence People*, was featured on the United States Department of Labor's list of "Books that Shaped Work in America," illustrating the legacy of Dale Carnegie and relevance of Dale Carnegie Training® today. In May 2014, Dale Carnegie was also named one of the top 50 leadership and management experts on [Inc. Magazine online](#).

In honor of its 100th Anniversary, Dale Carnegie Training® commissioned an extensive study on Employee Engagement in the United States. The study, which unearthed vital factors that contribute to workplace success in relation to engaged employees, establishes the emotions of enthusiasm, empowerment, inspiration and confidence integral to positive engagement.

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