



DALE CARNEGIE TRAINING®
www.dalecarnegie.com

Dale Carnegie Training® Books and Products

Dale Carnegie's landmark works have been translated into a variety of languages. In addition, some are available in audiotape and CD format. Dale Carnegie's work is updated frequently so that his timeless advice is cast in today's language.

Dale Carnegie Training® is committed to adding to this body of knowledge with new publications in a variety of formats.

- ***How to Win Friends and Influence People for Teen Girls***

Presented by: Donna Dale Carnegie

Published: Simon & Schuster, June 2005

The book offers concrete advice on teen topics such as peer pressure, gossip, and popularity. Teen girls will learn the most powerful ways to influence others, defuse arguments, admit mistakes, and make self-defining choices. The Carnegie techniques promote clear and constructive communication, praise rather than criticism, emotional sensitivity, tolerance, and a positive attitude—important skills for every girl to develop at an early age.

- ***The Sales Advantage: How to Get it, Keep it, and Sell More Than Ever***

Author: Oliver Crom, Michael Crom

Published: January 2003

Now, for the first time ever, the time-tested, proven techniques perfected by the world-famous Dale Carnegie® sales training program are available in book form.

The book includes specific advice for each stage of the eleven-stage selling process.

The cutting-edge sales techniques in this book are based on interviews accumulated from the sales experiences of professionals in North America, Europe, Latin America, and Asia. This book, containing more than one hundred examples from successful salespeople representing a wide variety of products and services from around the world, provides practical advice in each chapter to turn real-world challenges into new opportunities.

The Sales Advantage is a proven, logical, step-by-step guide from the most recognized name in sales training. It will create mutually beneficial results for salespeople and customers alike.

▪ ***How to Win Friends and Influence People***

Author: Dale Carnegie

Last Date Published: September 1998

You can go after the job you want...and get it! You can take the job you have...and improve it! You can take any situation you're in...and make it work for you!

Simon & Schuster Audio is proud to present one of the best-selling books of all time, Dale Carnegie's perennial classic *How to Win Friends and Influence People* -- presented here in its entirety on 8 cassettes.

For over 60 years the rock-solid, time-tested advice in this audiobook has carried thousands of now-famous people up the ladder of success in their business and personal lives.

▪ ***How to Win Friends and Influence People (Compact Disc)***

Author: Dale Carnegie

Last Date Published: December 1999

You can go after the job you want...and get it! You can take the job you have...and improve it! You can take any situation you're in...and make it work for you!

Simon & Schuster Audio is proud to present one of the best-selling books of all time, Dale Carnegie's perennial classic *How to Win Friends and Influence People* -- presented here in its entirety on 1 compact disc.

For over 60 years the rock-solid, time-tested advice in this audiobook has carried thousands of now-famous people up the ladder of success in their business and personal lives.

▪ ***The Leader in You: How to Win Friends, Influence People and Success in a Changing World***

Co-author: Michael Crom

Last Date Published: March 1995

For nearly a century, the words and works of Dale Carnegie, have translated into proven success. With insights from leading figures in the corporate, entertainment, sports, academic, and political arenas -- and encompassing interviews and advice from such eminent authorities as Lee Iacocca and Margaret Thatcher -- this comprehensive, step-by-step guide includes strategies to help you:

- Identify your leadership strengths
- Achieve your goals and increase your self-confidence

- Eliminate an "us vs. them" mentality
- Become a team player and strengthen cooperation among associates
- Balance work and leisure
- Control your worries and energize your life

And much more!

The most important investment you will ever make is in yourself -- once you discover the key that unlocks *The Leader In You*.

▪ ***The Leader in You: How to Win Friends, Influence People and Succeed in a Changing World (Audio)***

Co-author: Michael Crom

Last Date Published: December 1993

For nearly a century, the words and works of Dale Carnegie, have translated into proven success. With insights from leading figures in the corporate, entertainment, sports, academic, and political arenas -- and encompassing interviews and advice from such eminent authorities as Lee Iacocca and Margaret Thatcher -- this comprehensive, step-by-step guide includes strategies to help you:

- Identify your leadership strengths
- Achieve your goals and increase your self-confidence
- Eliminate an "us vs. them" mentality
- Become a team player and strengthen cooperation among associates
- Balance work and leisure
- Control your worries and energize your life

And much more!

The most important investment you will ever make is in yourself -- once you discover the key that unlocks *The Leader In You*.

▪ ***The Leader in You: How to Win Friends, Influence People and Succeed in a Changing World (Compact Disc)***

Co-author: Michael Crom

Last Date Published: Due to Release March 2001

For nearly a century, the words and works of Dale Carnegie, have translated into proven success. With insights from leading figures in the corporate, entertainment, sports, academic, and political arenas -- and encompassing interviews and advice from such eminent authorities as Lee Iacocca and Margaret Thatcher -- this comprehensive, step-by-step guide includes strategies to help you:

- Identify your leadership strengths
- Achieve your goals and increase your self-confidence
- Eliminate an "us vs. them" mentality
- Become a team player and strengthen cooperation among associates
- Balance work and leisure
- Control your worries and energize your life

And much more!

The most important investment you will ever make is in yourself -- once you discover the key that unlocks *The Leader In You*.

▪ ***How to Stop Worrying and Start Living***

Author: Dale Carnegie

Last Date Published: May 1976

Through Dale Carnegie's seven-million-copy bestseller, millions of people have been helped to overcome the worry habit. Dale Carnegie offers a set of practical formulas you can put to work today -- formulas that will last a lifetime! Discover how to:

- Eliminate fifty percent of business worries immediately
- Reduce financial worries
- Turn criticism to your advantage
- Avoid fatigue -- and keep looking young
- Add one hour a day to your waking life

Find yourself and be yourself -- remember, there is no one on earth like you!

How to Stop Worrying and Start Living deals with fundamental emotions and ideas. It is fascinating to listen to and easy to apply. Let it change and improve you. There's no need to live with worry and anxiety that keep you from enjoying a full, active and happy life!

▪ ***How to Stop Worrying and Start Living (8 Audio Cassettes)***

Author: Dale Carnegie

Last Date Published: September 1998

Through Dale Carnegie's seven-million-copy bestseller, millions of people have been helped to overcome the worry habit. Dale Carnegie offers a set of practical formulas you can put to work today -- formulas that will last a lifetime! Discover how to:

- Eliminate fifty percent of business worries immediately
- Reduce financial worries
- Turn criticism to your advantage
- Avoid fatigue -- and keep looking young
- Add one hour a day to your waking life

Find yourself and be yourself -- remember, there is no one on earth like you!

How to Stop Worrying and Start Living deals with fundamental emotions and ideas. It is fascinating to listen to and easy to apply. Let it change and improve you. There's no need to live with worry and anxiety that keep you from enjoying a full, active and happy life!

▪ ***How to Stop Worrying and Start Living (Compact Disc)***

Author: Dale Carnegie

Last Date Published: December 1999

Through Dale Carnegie's seven-million-copy bestseller, millions of people have been helped to overcome the worry habit. Dale Carnegie offers a set of practical formulas you can put to work today -- formulas that will last a lifetime! Discover how to:

- Eliminate fifty percent of business worries immediately
- Reduce financial worries
- Turn criticism to your advantage
- Avoid fatigue -- and keep looking young
- Add one hour a day to your waking life

Find yourself and be yourself -- remember, there is no one on earth like you!

How to Stop Worrying and Start Living deals with fundamental emotions and ideas. It is fascinating to listen to and easy to apply. Let it change and improve you. There's no need to live with worry and anxiety that keep you from enjoying a full, active and happy life!

▪ ***The Quick and Easy Way to Effective Speaking: Modern Techniques for Dynamic Communication***

Author: Dale Carnegie/Co-Author: Dorothy Carnegie

Last Date Published: March 1977

Now streamlined and updated, the book that has literally put millions on the highway to greater accomplishment and success can show you how to have maximum impact speaker--every day, and in every situation that demands winning others over to your point of view.

▪ ***Dale Carnegie's Lifetime Plan for Success: How to Win Friends and Influence People, How to Stop Worrying and Start Living, and the Quick and Easy Way***

Author: Dale Carnegie

Last Date Published: September 1998

Whether you measure your success by your friendships, your prestige, or by your monetary gains, *Dale Carnegie's Lifetime Plan for Success* is a valuable tool for obtaining your goals and enjoying them once you've gotten there.

▪ ***How to Develop Self-Confidence and Influence People by Public Speaking***

Author: Dale Carnegie

Last Date Published: May 1976

Dale Carnegie shows you how to:

- Develop poise
- Gain self-confidence
- Improve your memory
- Make your meaning clear
- Begin and end a talk
- Interest and charm your audience
- Improve your diction

How to Develop Self-Confidence and Influence People by Public Speaking also offers hundreds of practical and valuable tips on influencing the important people in your life: your friends, your customers, your business associates, your employers.

▪ ***How to Enjoy Your Life and Your Job***

Author: Dale Carnegie

Last Date Published: April 1974

Even if you love work, you probably have days when almost nothing goes right.

Best selling author Dale Carnegie shows you how to make every day more exciting and rewarding - how you can get more done, and have more fun doing it.

Dale Carnegie's time-tested advice will help you to:

- Make other people feel important - and do it sincerely
- Avoid unnecessary tension - save your energies for important duties
- Get people to say yes - immediately
- Turn routine tasks into stimulating opportunities
- Spot a sure-fire way of making enemies - and avoid it
- Smile in the face of criticism - you've done your very best!