

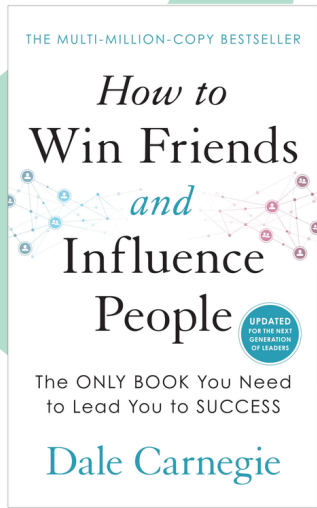


Dale Carnegie Course

More than just a course.

Jump to

Dates & investment



WHY THIS PROGRAM

The original program that changed how the world communicates.

Rooted in the timeless principles of the bestselling *How to Win Friends and Influence People*, the Dale Carnegie Course empowers you to build trust, foster collaboration, and lead with influence in every interaction.

Over 100 years of impact. Millions of lives transformed. This is where it all began.

Through practical techniques and real-world application, form deeper connections that lead to lasting positive change in both your personal and professional life.

A course trusted by leaders worldwide.

I don't have my diploma from the University of Nebraska hanging on my office wall, and I don't have my diploma from Columbia up there either, but I do have my Dale Carnegie graduation certificate proudly displayed.

The Dale Carnegie course gave me the most important degree I have, and it's why I'm successful today.

— Warren Buffett





THE PROGRAM

Three days. In person. No lectures.

The Dale Carnegie Course is a practical program. Participants spend three days working through the challenges that actually come up in their careers and lives.

Some of the themes participants work through:

Self-confidence

Step up with confidence, whatever the situation

Build confidence for new responsibilities, high-stakes rooms, and moments where you've held back.

People Skills & Leadership

Win cooperation, with or without a title

Relate to people who think differently. Build trust and influence that doesn't depend on your position.

Communication

Make your point land, whatever the setting

Communicate with impact one-on-one, in meetings, or in front of a room. Practice live every session.

Resilience & Attitude

Stay constructive when things get hard

Manage stress before it manages you. Stay focused and sharp when things don't go to plan.



WHAT PARTICIPANTS LEAVE WITH

What participants are able to do after three days.

- ✓ Build greater self-confidence in every interaction
- ✓ Enhance communication skills to persuade and influence
- ✓ Strengthen people skills and build lasting relationships
- ✓ Develop leadership skills that bring out the best in others
- ✓ Reduce stress and approach challenges with a positive attitude
- ✓ Leave with a personal action plan to apply from day one

WHO IT'S FOR

Built for professionals at every level and stage

Participants come from different industries and organisations, which is part of what makes the conversations so useful.

Experience Level

What makes the Dale Carnegie Course unique is that it works for people of all backgrounds, industries, and levels, wherever they are in their career. The one thing everyone in the room has in common: they're ready for what's next.

How people get there

Some enrol themselves. Others are put forward by their organisation. Either way, the experience is the same: real conversations, real practice, and a small group of people working through the same things. That mix is part of what makes the conversations useful.



WHY IT WORKS

Good training changes what people know. This changes who they become.

It's credible.

Dale Carnegie is ranked among the top 20 leadership development companies globally, and this flagship course has been run publicly and inside major organisations worldwide since 1912. The methodology has been pressure-tested in real workplaces for over a century.

It's practical.

Every session follows the Performance Change Pathway, our methodology for moving people from awareness through experience into sustained behaviour. Participants bring real situations from work into the room, practise live with a certified facilitator, and leave doing things differently. A 30-day follow-up session keeps the new behaviour in motion.

It's personalised.

Participants work on real situations from their actual jobs, with guidance shaped to fit the person in the room. No two participants walk out with the same set of notes.



THE INVESTMENT

The investment in skills that last a lifetime

Gain practical skills that will benefit your career, relationships, and confidence for years to come.

A\$3,095 + GST per participant

Includes:

- ✓ 2 x 60-min live online sessions
- ✓ All course materials
- ✓ 3 days in-person training
- ✓ Catering

Also includes two bestselling books “How to Win Friends and Influence People” and “How to Stop Worrying and Start Living”, plus your course manual and the Secrets of Success handbook.

Duration

3 days
9:00 AM to 5:00 PM

Format

In-person training +
live online sessions

Locations & Dates

Sydney, NSW

23-25 Sep 2026
17-19 Feb 2027
12-14 May 2027
25-27 Aug 2027

Melbourne, VIC

21-23 Oct 2026
17-19 Mar 2027
21-23 Jul 2027

Spaces are limited to ensure focused support for each participant.



JUST SO YOU KNOW

Straight answers to the questions that come up before most people get started.

Who is this course for?

Anyone looking to grow in confidence, communication, people skills, leadership, or stress management. The program works for individuals investing in themselves and organisations developing their people.

What is the format?

An online kick-off session sets goals and builds a personal development plan. Three days of in-person training follow with real practice and personalised coaching. A final online session embeds the learning back into the workplace.

What is included in the fee?

Three days in-person, two live online sessions, How to Win Friends and Influence People, How to Stop Worrying and Start Living, course manual, Secrets of Success handbook, and catering. All for \$3,095 plus GST.

Do you offer payment plans?

Yes. Get in touch to discuss options.

Can multiple people from the same organisation join?

Yes. The program can also be run exclusively for a team, either off the shelf or customised. Get in touch to discuss.

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What participants are saying

“Highly recommend this course to others. It has provided me with a great insight on how to be a better leader and provided me the tools to be able to do so.”

-Oliver B.

Course Participant

“I really enjoyed the collaboration aspect and enjoyed how it was eased into, rather than starting really strong. Good for people that are uncomfortable with being in group situations.”

- James K.

Course Participant

“Leadership and communication skills can't really be learned from a book. The course had exceptional facilitation and practical exercises to get us to implement the techniques in our work and life, which is where we get real benefits. I'd highly recommend Dale Carnegie courses for anyone who wants to reach the next level as a leader.”

-Otto D.

Course Participant

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114 years

of experience

64 years

of experience in Australia

Over 430

of the global Fortune 500

ISO 9001

certified since 1998

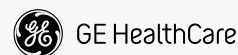
92.9%

VOC client satisfaction score

Top 20

global training company

Some of our clients leveraging the power of people



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