



DALE CARNEGIE®  
TRAINING



## CUSTOMER SUCCESS STORY

# Developing Leadership Skills Helps Teens Succeed

Teenagers who exhibit the personality traits of a leader are more likely to succeed in college and at their first job, studies show. A recent research paper produced by St. John's University concludes that "college students and early career workers can benefit from continual leadership development in order to prepare for the business world."

The study, sponsored by *Entrepreneur* magazine and conducted by St. John's business professors Larry W. Boone and Monica S. Peborde, shows the importance of learning effective leadership skills such as establishing credibility, managing time, being proactive, empowering others to act, and networking.

Graduates of **Generation.Next**, a leadership training program for teenagers, report progress toward mastering all of these qualities and more after attending the three-day immersion course developed by Dale Carnegie Training®.

**Generation.Next** focuses on giving high school students the skills they need to tackle the real world of college and beyond, helping teens develop leadership habits that will last a lifetime. The program focuses on the Five Drivers of Personal Success – Building Self-confidence, Enhancing Communication Skills, Interpersonal Skill Development, Teamwork and Leadership Skills, and Effective Attitude Management.

Thousands of shy, uncertain young people have entered the **Generation.Next** program and emerged with a new attitude of confidence and eagerness to take on challenges and reach for more meaningful goals. "I feel like I understand how to deal with people better now," said Alex N., a recent graduate. He described the course as "life-changing" and said it had inspired him to develop better relationships with his teachers, earn better grades, worry less and become a leader at his school.

Samantha K., another recent graduate, described her transition from a self-conscious, fearful wallflower into a confident public speaker after participating in **Generation.Next**. "This class has been amazing. My self-confidence has skyrocketed!" she exclaimed after delivering a speech on the final day of class. "Three days ago I wouldn't have been caught dead in front of so many people, but I volunteered to go first."

**The ability to communicate clearly and with confidence ranks among the most important attributes of young people who succeed in**

**college and beyond, according to the St. John's study. "Inspiring leaders are recognized as enthusiastic, energetic and positive about the future," the study says. "Effective leaders are able to communicate their vision in ways that encourage others to join them. Their emotions are contagious. ...If a leader cannot display passion for his or her cause, why should anyone else?"**

The highly trained instructors from Dale Carnegie® use role-playing and real-life scenarios to reinforce classroom lessons, creating a fun and energetic program designed to help teens build self-confidence, strengthen people skills, enhance communication skills, develop leadership skills and control worry and stress. Instructors lead the teens through a series of interactive exercises designed to stretch their comfort zones and break through barriers related to low self-esteem and shyness.

Graduates consistently report progress toward becoming more highly focused on their goals; more persuasive communicators; better decision makers, especially when faced with difficult choices; better prepared for future challenges, from applying to college to interviewing for jobs; able to confront problems and challenges in a more positive way; and more confident in speaking up in class or delivering talks.

After a recent course, graduates rated their progress anonymously as follows: It raised their self-confidence levels an average 54%; communications skills, 66%; human relations skills, 49%; leadership ability, 38 percent; and ability to control stress and worry, 44%.

Several parents said they had seen their sons and daughters grow before their eyes during the intensive three-day program. During follow-up interviews a year after his son and daughter both took the course, one father said both had benefited enormously.

"Kaitlin was a good student but shy," her father said. "After taking the teen course, she began taking leadership roles in many different clubs and activities. She became much more of a leader, more open and willing to talk to people. For Brian, the goal was to help him become more focused and organized. Since last summer his grades have picked up significantly and he is much better at balancing his social life with sports, and at setting and reaching goals. I've seen incredible improvement."

**DALE CARNEGIE PROGRAM**  
Generation.Next

**CUSTOMER**  
High School Students

**Being proactive and being well-organized are two of the most important personal attributes of successful young people, the St. John's study shows.**

**"College students and early career workers will enhance their reputations as leaders by asking questions, taking action and achieving results desired by the organization – not by waiting for someone else to define their job for them," the study says about being proactive. Regarding organizational skills, the study says, "A leader who is personally efficient and has good time management skills will be able to project these skills to subordinates, helping to create a more efficient organization. It is important for college students and early career workers to develop their time management skills for long-term personal and organizational success."**

Dale Carnegie® trainer Caryn Vincent said parents consistently report that their children are more focused and more willing to go out of their comfort zone and try new things after taking the course. "They have a new sense of self, a new drive and energy to excel," she said.

The world becomes more complex, competitive and demanding with each passing year. Teens must balance school, work and relationships while planning for their future and working toward achieving their dreams. **Generation.Next** is a proven program that helps teens develop the confidence and skills they need to cope with the pressure and stress adolescents face.

*To find out more about Dale Carnegie Training® please call our office at (203) 723-9888 or log on to our website at [www.westernct.dalecarnegie.com](http://www.westernct.dalecarnegie.com).*

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