

# Minnesota State University Moorhead

## PMGT 433: Dale Carnegie Skills for Success

### A. COURSE DESCRIPTION

Credits: 3

Lecture Hours/Week: 0

Lab Hours/Week: 0

OJT Hours/Week: \*.\*

Prerequisites: None

Corequisites: None

MnTC Goals: None

A key set of skills needed for any project manager are the abilities to not just build rapport with teams of people who you have little to no direct authority over, but to also accomplish your objectives by gaining their willing cooperation. This course gives you the human relations skills to thrive in any setting. Additionally, you'll discover how to form closer, more rewarding relationships built on trust and respect. this course focuses on increasing your confidence and competence in interacting with others. This will help you gain the influence you need to reach new heights in your personal and professional life. Same as OM 433.

**B. COURSE EFFECTIVE DATES:** 01/01/2019 - Present

### C. OUTLINE OF MAJOR CONTENT AREAS

### D. LEARNING OUTCOMES (General)

1. Demonstrate the application of the human relationship principles in your daily life.
2. Summarize and explain how the human relationship principles impact and influence your behavior in the context of managing a project.
3. Demonstrate the application of stress management techniques in your daily life.
4. Use communication effectively to clarify your ideas and influence others.
5. Prepare for and be interviewed by industry professionals effectively.
6. Explain how building rapport helps project managers gain willing cooperation from their project team.

### E. Minnesota Transfer Curriculum Goal Area(s) and Competencies

None

### F. LEARNER OUTCOMES ASSESSMENT

As noted on course syllabus

### G. SPECIAL INFORMATION

None noted