# How To Get Others To Do What You Want Them To Do

(Or... Never Kick a Kangaroo!)

A step by step process for meeting this goal

Written for Government and Corporate Managers and Executives

Written by:
J. Robert Parkinson
&
Don Philpott



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5372 Sandhamn Place

Longboat Key, Florida 34228

don.dickson@GovernmentTrainingInc.com

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### **D**EDICATION

To my wife, Eileen, the first editor of this project.

It took a great deal of time, and she was very patient.

Needless to say, she was also a great inspiration and help.



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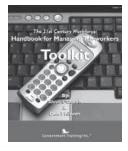
A step by step process and guide to making powerful presentations to colleagues and the press

This book will teach how you to develop a plan so that you know what to do, what to say and how best to say it. These techniques will stand you in good stead whenever you need to communicate whether it is in the office or in front of millions of people during a live television interview.



## Handbook for Managing Teleworkers A 5-Step Management Process for Managing Teleworkers

This book is an A-Z guide aimed at managers tasked with introducing teleworking or overseeing teleworkers and ensuring that everything runs smoothly. The rules for managing teleworking are the same whether you are a federal or state employee or work for a private company or organization. The book is also very useful to people who are thinking of teleworking or trying to persuade their employers to introduce it.



#### Handbook for Managing Teleworkers - Toolkit

The Handbook discusses all the arguments that have been put forward against teleworking and debunks them using all the latest surveys and case studies. There are chapters on problems and how to overcome them and how to motivate through counseling, coaching and developing trust.

It is an invaluable resource for all telework managers and those who might be tasked with taking on this responsibility and an essential companion guide to Government Institute's Handbook for Managing Teleworkers published earlier this year.





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#### About the authors

#### J. Robert Parkinson

For two decades J. Robert Parkinson, Ph.D., was a member of the faculty of Northwestern University. He was formerly Dean of the Institute for Research at National Lewis University, and Director of Educational Research for Bell and Howell.

He is the author of numerous articles and authored six books previous to this one. An earlier edition of this book has been translated into eight languages under the title "How To Get People To Do Things Your Way".

In addition, he has been a consultant and trainer in effective communications for professional associations, government agencies, and private industry.

He was host of the award-winning weekly radio program "A Point Well Taken" and a television program, "For Your Consideration".

He writes a weekly newspaper column, "Show and Tell".

With his wife, Eileen, he writes, hosts, and produces television documentaries under their company banner, TRIDENT Communications Group, LLP

#### Don Philpott

Don Philpott is editor of International Homeland Security, a quarterly journal for homeland security professionals, and has been writing, reporting and broadcasting on international events, trouble spots and major news stories for more than 40 years. For 20 years he was a senior correspondent with Press Association -Reuters, the wire service, and traveled the world on assignments including Northern Ireland, Lebanon, Israel, South Africa and Asia.

He writes for magazines and newspapers in the United States and Europe and is a contributor to radio and television programs on security and other issues. He is the author of more than 90 books on a wide range of subjects and has had more than 5,000 articles printed in publications around the world. His most recent books are Handbook for COTRs, Performance Based Contracting, Cost Reimbursable Contracting, How to Manage Teleworkers and just released, How to Manage Teleworkers: Toolkit. All of these books have been published by Government Training Inc.

He is a member of the National Press Club.