

# How to Get People to Cooperate with You

Audio Seminar      Shar McBee

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Your Notes

How to get people to cooperate with you. Great topic, isn't it? When you are working on a project, there's nothing better than cooperation. It makes the work easier for everyone. It makes it all flow. It makes it possible to actually enjoy your success. Without cooperation, even if you are successful it is no fun.

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Shar McBee speaking in New York talks about:

- How the astronauts reached the moon.
- How small things make a big difference.

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Once I was working with someone and the work was getting more and more difficult, not because we couldn't do the job but because we just couldn't click. We both cared about the project, but we were grating on each other, getting on each other's nerves so often that the work wasn't moving forward. I went to talk to my friend Sister Mary Margaret.

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Sister Mary Margaret is not only a nun. She's a classical concert pianist. She loves music. Studies it. Thinks about it. She likes to contemplate how music relates to the grander scheme of our lives. She says music can teach us a lot about how to get along with people.

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That day, this is what she told me:

When you feel at odds with someone, think of it as musical notes. An E and an F-sharp are dissonant. If you play the two notes at once, it is jarring. So (metaphorically speaking) if you are an E and the other person an F-sharp, you will feel naturally unharmonious.

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Sister Mary Margaret says it's the same with us. When we feel dissonant, try to relax and find another note. Somewhere inside there's something ..somehow...that can harmonize with that other person.

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I took her advice and it worked. It made the project easier. We were not naturally "in tune" or "in sync" as they say...but it smoothed out the edges.

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Shar McBee (speaking in New York) talks about :

- How to empower people.
- Do you remember the first time you baked cookies?
- An airline pilot who reached agreement in a surprising turn of events.

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How will you apply these ideas to your situation?

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*Or...When I'm too hard... they defend themselves, justify their behavior and make me wrong.*

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*When dealing with the stress and tension that comes from gossip and back stabbing, you have to act quickly and find a balance between being too hard or too gentle. Of course, to do this you have to let your emotions settle down first. If you do it when you are upset, you become weak and then do something that will not benefit you, the other person, or your organization.*

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(From the Joy of Leadership blog under the title: Back Stabbing. ) [www.JoyofLeadership.com/blog/](http://www.JoyofLeadership.com/blog/)

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How will you use this? You've heard quite a few ideas and stories.

- Have you thought about how to apply these ideas to your own situation?
- To reach your goal?

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Here are thoughts from three people who were in that New York audience.

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Woman #1 – Will use this information when introducing new technology.

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Woman #2 – Will use it to increase members.

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Woman #3 - Will use this leadership method in her role as chairperson of three committees.

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Shar McBee (speaking in New York) tells the story of a king and his son.

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What can you take away?

A smart person listens to good advice.

A successful person applies it.

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How will you apply these ideas to your own situation?

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