Before you speak, pause, and ask yourself how can I make this person want to do it, how can I frame this in terms of their wants.

在讲话前，先停下来问问自己，怎样才能让对方按我说的去做，我怎样才能依据他们的需求来组织语言呢？

Don't give orders, ask questions.

不要下达命令，要多问问题。

So far the most part no one really likes to take orders, so what if instead of telling people what to do, we give them the opportunity to do things themselves, to learn from their own mistakes, to think more critically about something.

因为大部分人不愿接受命令，那如果我们用其他的方式来代替我们的指令会怎么样呢，比如我们给机会让他们自己做一些事情，让他们从自己的错误中吸取教训，并从中加深对某件事情的思考。

So instead of telling people what to do, we should more often say things like, you might want to consider this, or do you think this would work. By asking questions it also stimulates creativity which leads to new ideas and better solutions. The real big benefit though, the reason why you want to do this is that people are more likely to accept in order, if they've had a part in the decision that caused the order to be issued in the first place.

所以，不要命令别人去做事情，而是要更多地说这些话：你或许会考虑这个，或者你觉得这样做能奏效吗？其实通过问问题，就激发新的想法和解决方案。 这样做真正的优势在于：让人们清楚自己想做这件事情的原因之后，他们会更愿意接受你的命令。如果他们能参与到决策的过程中，让他们决定首先去做你本来要下达的那个任务。

So if you're a manager and you need somebody to do something, it's so much easier just to go to them and give them an order and tell them what to do, the challenge with that though is that they might not do it to the best of their ability, because they might resent you for it, they might say, you know, do it yourself, and I don't really want to do this.

因此，如果你是经理，而且需要有人做点事情，当然你可以直接找到他们，下达命令，告诉他们要做什么，但这样做的劣势在于他们也许不会尽全力去完成你的任务，因为他们或许会对你心生怨恨，他们会说：要做你自己去做吧，我才不想做这些呢！

Resist(抵制) the temptation to simply tell them what to do, instead, ask them questions that will help bring them to the conclusion that is the best action to take, and will make them actually want to do it.

不要再简单地下达任务了，换一种方式，问一些问题，引导他们，让他们自己觉得这样做是最好的选择，那他们也将真正地想要做你布置的任务。

1.**in terms of**

 依据；按照；

2.**so far**

  到目前为止，迄今为止；

3.**take orders**

  接受命令；

4.**what if**

  假使…将会怎么样；

5.**more often**

  经常（更多频率）；

6.**more likely**

  更有可能的是；

7.**have a part in**

  参与；尽一份力量；

8.**the order to be issued**

  要发出的命令；

9.**do it to the best of their ability**

  尽他们最大的能力；

9.**resent sb. for sth.**

  因…而怨恨某人；

10.**temptation** [tem(p)'teɪʃ(ə)n]

  引诱；诱惑物；

11.**bring sb. to the conclusion**

  让某人得出结论；