



### CAPITALIZING ON KNOWLEDGE WORKERS

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Knowledge workers — accountants, engineers, computer experts, researchers, scientists, and consultants — are people who are paid for putting knowledge to work rather than using brawn or manual skill. The new sunrise industries such as computers, telecommunications, software, biotechnology, and material science require highly educated and skilled knowledge workers. However, their values and expectations demand a different management approach. Developing teamwork among knowledge workers is critical to creating synergy for higher productivity and competitiveness. At the same time, organizational structure and management practices may have to be revamped.

With the objective of studying ways to manage knowledge workers better to maximize their contributions to the achievement of organizational goals, the APO organized a symposium on “Managing Knowledge Workers” in Tehran, Islamic Republic of Iran, October 2000. This publication is a report of the proceedings of the symposium. The contents include the summary of the deliberations and conclusions, the text of the four resource papers, and the country papers by participants from 12 countries. This book is a useful addition to the growing literature on knowledge workers and the paradigm shift needed to manage them.

## OTHER NEW TITLES

In the first half of this year, the APO published about 23 reports of proceedings of projects. Because of space constraints, we could introduce only a limited number in this newsletter. For the information of our readers, we have listed below the other titles published by the APO this year.

- Productivity Improvement in Rain-fed Areas in Asia (ISBN 92-833-2279-7)
- Structural Adjustment in Agriculture in Asia and the Pacific (ISBN 92-833-2291-6)
- Sustainable Fishery Management in Asia (ISBN 92-833-2316-5)
- Linking Green Productivity to Eco-Tourism: Experiences  
in the Asia Pacific Region (ISBN 92-833-2299-1)
- Training Methods for Community Development (ISBN 92-833-2317-3)
- Infrastructure for Community Development (ISBN 92-833-2265-7)
- Agricultural Policy for More Competitive Economies  
in Asia and the Pacific (ISBN 92-833-2320-3)
- Coastal Fisheries Management (ISBN 92-833-2301-7)
- Enhancing Consultancy Competency in National Productivity  
Organizations (ISBN 92-833-2321-1)
- Production and Utilization of Pesticides in Asia and the Pacific (ISBN 92-833-2325-4)
- Food Standards and Labeling Systems in Asia and the Pacific (ISBN 92-833-2318-1)
- Role of Rural Women in Food Security in Asia and the Pacific (ISBN 92-833-2323-8)

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