

Managing Power

- **Legitimate power**
 - The power a leader has as a result of his or her position.
- **Coercive power**
 - The power a leader has to punish or control.
- **Reward power**
 - The power to give positive benefits or rewards.
- **Expert power**
 - The influence a leader can exert as a result of his or her expertise, skills, or knowledge.
- **Referent power**
 - The power of a leader that arises because of a person's desirable resources or admired personal traits.

Managing With Power

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Managing with Power Jeffrey Pfeffer,1992 An in depth look at the role of power and influence in organizations Pfeffer demonstrates the necessity of power in mobilizing political support and resources to get things done in any organization and he looks at the personal attributes and structural factors that help managers advance organizational goals and achieve individual success

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