

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

Jeffrey Pfeffer



Managing With Power:

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