

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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