

Name: _____

Leadership

Chapter Four: Power and Influence

- 1: Define Power.

- 2: Define Influence.

- 3: Identify the tactics typically used to influence attitudes or behavior.

- 4: How do furniture, seating arrangements, clothing, and tattoos affect perceptions of power?

- 5: Define Expert Power.

- 6: Define Referent Power.

- 7: Define Legitimate Power.

- 8: Define Reward Power.

- 9: Define Coercive Power.

- 10: Explain the four generalizations associated with power and influence.

11: Describe the difference between Personalized Power and Socialized Power.

12: Define Rational Persuasion.

13: Define Inspirational Appeals.

14: Define Personal Appeals.

15: Define Ingratiation.

16: Define Consultation.

17: Define Exchange.

18: Define Coalition Tactics.

19: Define Pressure Tactics.

20: Define Legitimization Tactics.

21: Explain how using influence tactics can be thought of as a social skill.

Briefly share your thoughts on how the material outlined in this chapter can impact your life: