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Power and Influence

Student's Name

Institutional Affiliations

Date

Influence tactics

There are various methods that are used to influence others. The following are the methods that students might use to influence their college instructors.

- I. Assertiveness- The students may make constant request to their instructor about certain topic.
- II. Legitimacy- the students can mobilize each other to influence their instructors to give them their rights.
- III. Coalition- the students can influence their teacher by engaging into a coalition with them, to ask them to assist the students in specific areas.
- IV. Exchange- the students can influence their instructors by promising them good results or anything tangible after meeting their learning goals.
- V. Ingratating- The students can influence their instructors by cooperating with them and hence creating a good mood to the instructors
- VI. Rational persuasion-the students can engage into a logical argument with their instructors to influence their decisions.
- VII. Personal appeals-Thee students can influence their instructors by giving them special favours to influence their decisions.
- VIII. Consultation- the students can consult the instructors on some major issues to influence them.

Influence tactic applied more often and list applied

Consultation is the most used influence tactic while personal appeal tactic is least used influence tactic (Reina, et al, .2018). Consultation is the most applied method of influence because it is inclusive in nature while personal appeals are least applied because they may look like giving bribe which is illegal.

Extent of legitimacy

The consultation and personal appeal method are considered legal methods. However, in case one decides to give gifts to influence the other party, or in case one uses force or blackmail to influence the other party, those acts are considered illegal.

Question2

Social network- this refers to social and personal interaction among people.

Social capital is defined as the amount of value associated with social networks (Serrat, 2017).

It refers to the relationship among people living in particular environment which facilitates the effectiveness of the functions. Centrality refers to the importance or prominences of a person within a social network. Social capital network and centrality are much related.

How social network increases person's power.

The social network allows people to build strong relations among people they relate with. The network facilitates creation of trust and good will among people (Klein, 2017). The creation of goodwill and trust among people increases the confidence in people and hence increase a person's power. Building good relation with people and increasing people confidence on me are the most efficient strategies to use to enhance future success in my career. Building good relation with people in come across in the course of my career is the main strategy that I will apply to enhance my success.

Part 3

Sources of power

The following are five types of power.

- I. Informational- for example when a person is the only one who have access to some certain information about something of key interest.
- II. Legitimate power- for example a president has constitutional powers to do functions of the government.
- III. Reward power- where one have power to promote or reward, for example the CEO can promote some staff members.
- IV. Coercive power- this is the power to punish, for example the CEO can demote some employees due to misconduct
- V. Expert powers- where a doctor has power to perform a certain operation to a patient.

Contingencies of power

Substitutability-for example where there is more than one expert in doing a certain task

Centrality-For example where the transport company fails to operate, the cities could also be shut.

Discretion- for example the judge has power to jail guilty criminals

Visibility- refers to the extent to which the power holder is known. For example the president is a known leader nationally

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