

Bases of Power

Instructions: Consider a real-life situation in which you want to exercise influence. Using the process below, walk through the situation, which bases of power may be most effective, the cost of using each power, your chosen power base for that situation, the preparation needed to exercise that power, and what successful implementation might look like.

Who do you want to influence and why?					
Legitimate	Reward	Coercive	Knowledge	Informational	Referent
Yes	Yes	Yes	Yes	Yes	Yes
No	No	No	No	No	No
Cost of Power Base Usage					
Chosen Power Base:					
Preparation					
Success of Implementation					

Adopted from The Power/Interaction Model of Personal Influence (Raven, 2008).