

Powerful People

Your confidence is likely to vary according to the power you give to other people, as well as the power that is vested in them. Its easy to under- or over-estimate your own and other people's power.

Which of the following kinds of power do you exercise?
What kind of power is exercised by your partner/superior/workmate?

Decision-Making Power

Can you hire and fire and dispose of resources?
Are you accessible?

Information Power

Do you own information such as books or publications, have sole access to databases/wide range of contacts, or are you the possessor of vital information?

Dependence Power

How strong are other's obligations to you?
How much to others rely on you?

Expert Power

Are you a holder of a specific set of qualifications, knowledge, skills, or duties?

Personal Power

Are you spontaneous, authentic, honest, open, trusting and relatively free from distress?

Status Power

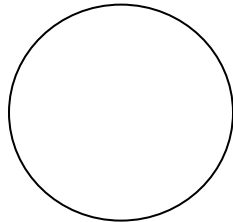
Are you well known/famous, wealthy or the head of an organization?

Reward and Punishment Power

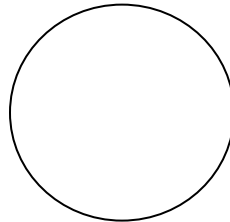
Do you use the stick and carrot method to ensure compliance?

Cooperative Synergy Power

Do you facilitate the needs of interest of others?



Self



Other

Divide the "Pie Charts" into sections corresponding to your use of these eight kinds of power. Do the same for the other person.

What actions can you take to improve any imbalance in power between you and the other person?
