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: