

## Chapter 10: Power and Influence in the Workplace

### power

- the capacity of a person, team, or organization to influence others

### Important features of power

#### 1. Power is potential, not action

- power is not the act of changing someone's attitudes or behavior; it is only the potential to do so. People frequently have power they do not use; they might not even know they have power.

#### 2. Power is based on perception

- power is based on the target's perception that the power holder controls (i.e., possesses, has access to, or regulates) a valuable resource that can help the target achieve their goals.

#### 3. Power comes from a symmetric dependence

- power involves asymmetric (unequal) dependence of one party on another party

### Exhibit 10.1 Dependent Model of Power

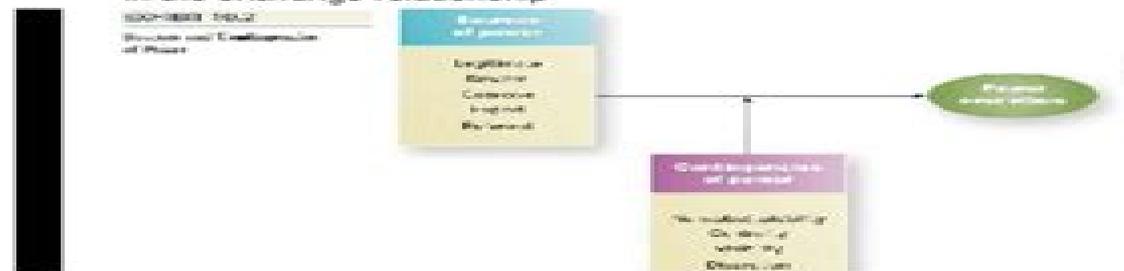


### The dependence model of power

- reveals only the core features of power dynamics between people and work units in organizations.

### Countervailing power

- the capacity of a person, team, or organization to keep a more powerful person or group in the exchange relationship



### Sources of Power in Organizations

# Chapter 10 Power Notes Answer Key Weebly

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**Chapter 10 Power Notes Answer Key Weebly:**

## Unveiling the Magic of Words: A Overview of "**Chapter 10 Power Notes Answer Key Weebly**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their ability to kindle emotions, provoke contemplation, and ignite transformative change is actually awe-inspiring. Enter the realm of "**Chapter 10 Power Notes Answer Key Weebly**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve to the book is central themes, examine its distinctive writing style, and assess its profound effect on the souls of its readers.

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