POWER PROFILES AND TRANSACTIONAL CONTENT

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LEADERSHIP STYLE

POWER PROFILE

- COERCION POWER
- POSITION POWER

- COERCION POWER
- POSITION POWER

- SUPPORT POWER
- KNOWLEDGE POWER
- POSITION POWER

- INTERPERSONAL COMPETENCE POWER
- SUPPORT POWER
- KNOWLEDGE POWER
- POSITION POWER

COERCIVE

CONTROLLING

COACHING

COOPERATIVE

TRANSACTIONAL CONTENT

- CP-
- AC-

"DO-IT DAMMIT"

- CP-
- NP-
- AC-

"NOT BAD"

- CP+
- NC+
- NC+
- AC+

"HERE'S HOW"

- P
- A
- C

"LET'S TALK"

1/6

1/3

2/3

100%

YOU DEFINE REALITY BY WHAT YOU KNOW, WHAT YOU BELIEVE, AND WHAT YOU DO ABOUT IT.

R&M SEMINARS

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