

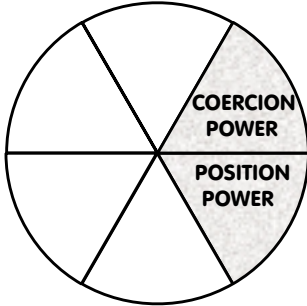
# POWER PROFILES AND TRANSACTIONAL CONTENT

Rosa R. Krausz

adapted from: Power & Leadership In Organizations  
Transactional Analysis Journal, Vol. 16, No. 2, April 1986

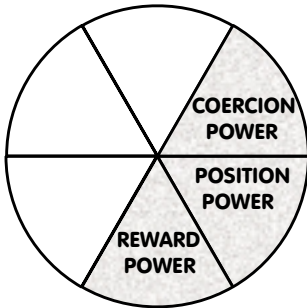
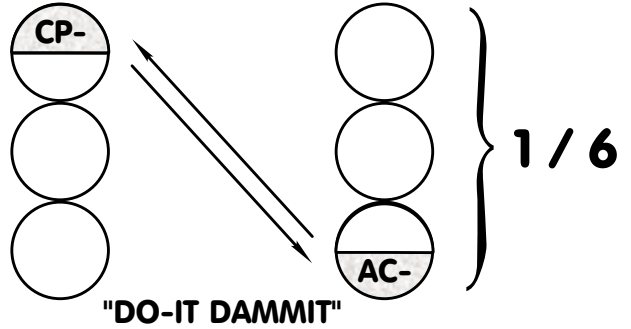
## LEADERSHIP STYLE

### POWER PROFILE

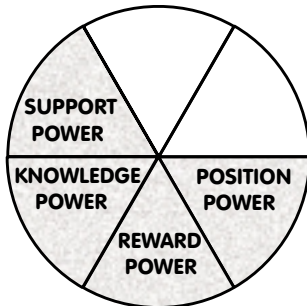
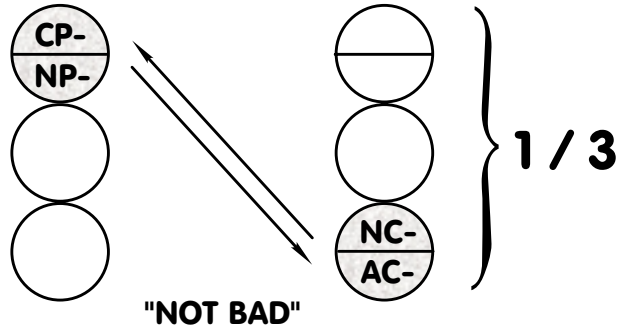


**COERCIVE**

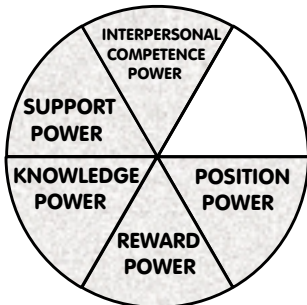
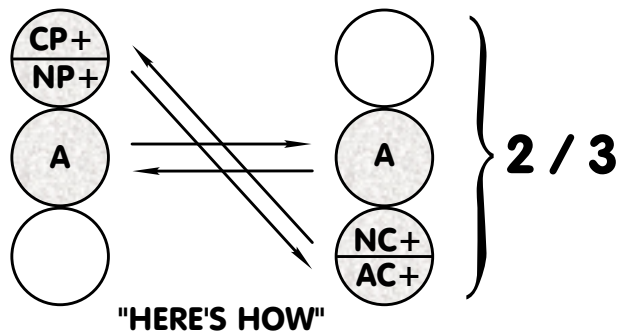
### TRANSACTIONAL CONTENT



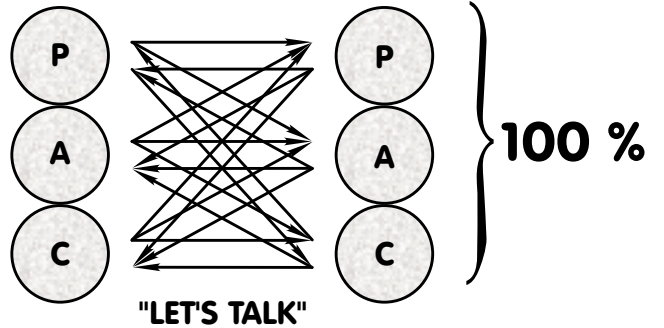
**CONTROLLING**



**COACHING**



**COOPERATIVE**



OPINIONS AND FEELINGS ARE FREQUENTLY A PERSONAL TRIUMPH OVER GOOD THINKING  
YOU DEFINE REALITY BY WHAT YOU KNOW, WHAT YOU BELIEVE, AND WHAT YOU DO ABOUT IT.