

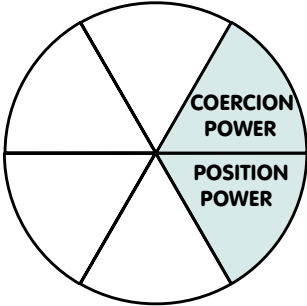
POWER PROFILES AND TRANSACTIONAL CONTENT

Rosa R. Krausz

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

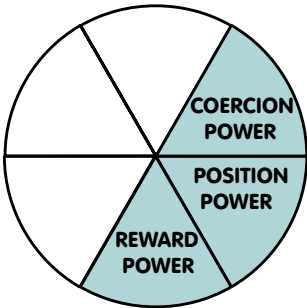
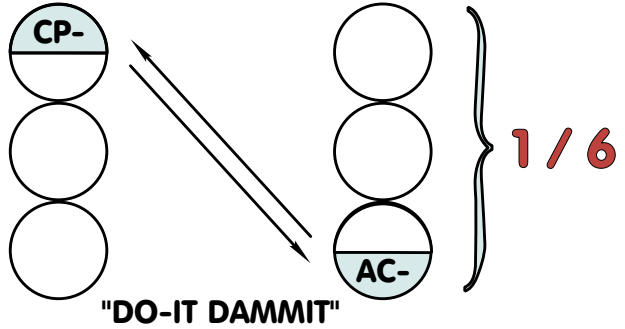
LEADERSHIP STYLE

POWER PROFILE

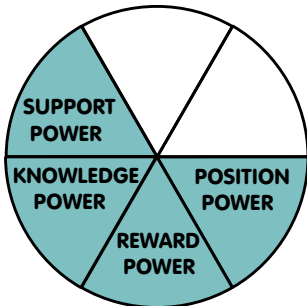
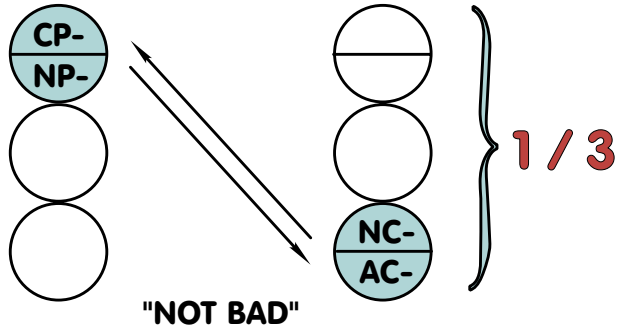


COERCIVE

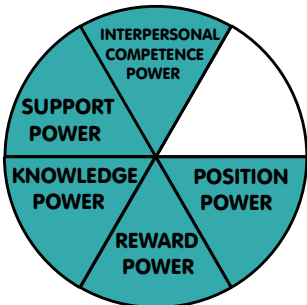
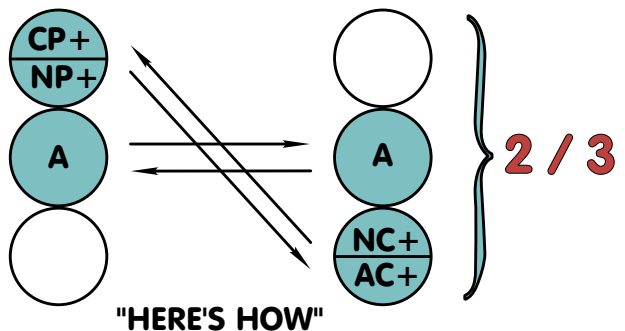
TRANSACTIONAL CONTENT



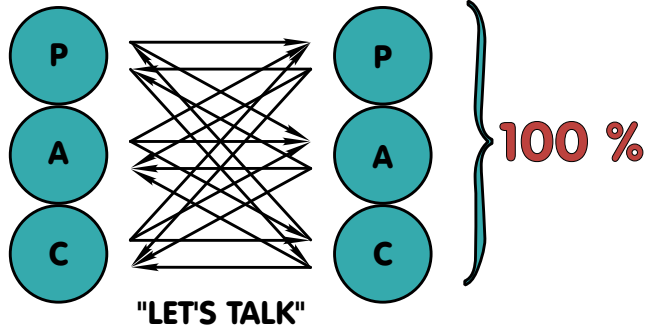
CONTROLLING



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.