Using Power & Influence in Organizations

Professor Rodney Lacey
Using Power and Influence

• Getting things done is always political
  – Technical competence alone ➔

• Format emphasizes experience and behavior in class
  – Requires significant preparation outside of class

• Some different takeaways of interest
  – Overcome personal misgivings/bias against “being political”
  – Take control of a group even if not formal leader
  – What power does to a person’s mind – so you can manage up
  – Adapting use of power and influence to fit your personal social and cultural characteristics -- especially if you are not a member of the dominant group