

Powers of manager

sources of his power

1. Positional sources

- Reward-can reward (monitory/promotion) to his subordinates

- Coercive/punishment-can punish his subordinates

- Legal-has legal authority over his subordinates

• 2. Personal sources-greater power

- I • expertise-if he has expertise in his work

- Referent- if he has good interpersonal

relationship with his subordinates

- Contractual - he has power over his subordinates due to signed contracts

Q validity of a leader

- Leading from the front
- Courageous
- Fights instantly