

CHAPTER 6

Types of Power

Each of the following statements communicates a type of social power. Identify each statement as reward, coercive, legitimate, expert, or referent power.

- 1 If you are not here on time tomorrow, you will be looking for a new job.
- 2 I have been studying this phenomenon for ten years. I know that I am right.
- 3 As manager, I want to improve the morale of all employees by offering a workshop on positive mental attitude.
- 4 I want to be just like my mother. She is smart, assertive, and caring.
- 5 If you go to bed right now, I'll make pancakes in the morning for breakfast.