

Nine (9) power of influence tactics and their contingencies

Legitimacy- Authority position within the ground of organization rules and regulation.

Rational Persuade- Request or instruction based on facts and logical argument.

Inspirational Appeals- Used emotional commitment which motivates a person need and want.

Exchange- Exchange of reward to the task done.

Consultation- Guide and assist person in making decision.

Personal Appeal- Seek the assistance based on friendship and loyalty.

Ingratiation- Using flattery, praise or friendly behaviour prior to making a request.

Pressure- Threats and issues of warning.

Coalition- Seek the aid of other people to persuade, support and reason with target.