

Influence

How do you define “political behaviors” at work?

How do people at work try to influence you? Write a short description of how someone tried to influence you to do something:

How do you try to influence people at work? Write a short description of how you tried to influence someone to do something:

Attributes of influential colleagues

Think of someone at work who is influential. Write down 5 characteristics about her/him that explains that person’s ability to have influence with you.

- 1.
- 2.
- 3.
- 4.
- 5.

Self assessment

Close your eyes and think about yourself in terms of what you are like at work. Then complete the following sentences:

I am _____

I am _____

I am _____

I am _____

I am not _____

I am not _____

I am not _____

I am not _____

Now ask yourself the following questions:

____ Are all of these statements honest?

____ Do these statements describe me as I think I am or as I think others think I am?

____ Do these statements describe me as I am or as I would like to think of myself?

____ Are there both positives and negatives?

____ Have I denied any virtues out of false modesty?

____ Have I denied any faults?