

1. In what situations do you perceive yourself as having power and influence?
2. What are the behaviors you use when you are being powerful and influential?
3. What do people whom you consider powerful do to convey that image?
4. Can you imagine exercising power with others in that way?
5. Think of two separate groups of which you are a member. Identify one or two individuals in each group whom you think of as powerful. Make a list of the specific behaviors that he or she uses in exercising that power. What type of power is he or she using? Compare the types of power used in each of the two groups. Is one type of power more effective than others?
6. Think of people you know who are leaders of groups. What traits do they possess?
7. Do you think those traits apply to leaders generally?
8. What kind of leader do you think you will be in 5 years? In 10 years?
9. What is your philosophy of leadership, in terms of how one needs to relate to the people one is leading?
10. Which do you think you are? Which do you think is best?

High People Low Task	High Task High People
Low People Low Task	High Task Low People

11.