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Sources of Power: How People Make Decisions by Gary Klein

In Sources of Power, you'll learn about the importance of communicating intent and context, asking clarifying questions, using analogy and metaphor, and how to deal with uncertainty and lack of information. By understanding how people actually make decisions, you'll be equipped to provide your colleagues

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Power: Definition, 10 Sources of Power, Uses of Power ...

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[The Five Sources of a Leader's Power, and how \(and how not ...](#)  
Power as a Perception: Power is a perception in a sense that some people can have objective power, but still have trouble influencing others. People who use power cues and act powerfully and proactively tend to be perceived as powerful by others. Some people

become influential even though they don't overtly use powerful behavior.

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1) Informational Sources of Power - most common source of power - derived from ability to assemble and organize facts and data to support one's position, arguments or desired outcomes - challenge other's position or desired outcomes - undermine the

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[Chapter 7: Sources of Power and Dealing With Others Who ...](#)  
This article throws light on the two major sources of power in organisation, i.e, (1) Inter-Personal Sources, and (2) Structural Sources. A person in an organisational setting can have power from two sources. These are interpersonal sources and organizationally based structural sources as shown below:

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