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PERSONAL POWER SCAN – Tokyo

TO BE FILLED OUT INDIVIDUALLY AND IN SILENCE

INSTRUCTIONS: Definition: **Power is the ability to influence the behavior of another.**

1. **Your Role:** _____ **Room #** _____
2. Rate yourself (1,2,3,4,5,6,7) by going **vertically**, relative to the other negotiators by giving yourself a power rating for each social power category.
Least power = 1...7 Most power – You can use any number more than once.
3. Next, (**horizontally**) designate the member with the most (7) power and the least (1) power in each of the 7 Power categories.
4. Starting with REWARD and working **horizontally**, assign the interim scores (2-6) to the other members for each of the 7 Power categories.
5. You can use the numbers 2 – 6 more than once.
6. Add the scores across for each row corresponding to each power category (**horizontally**) and place the sum in the **Total** column. Do the same for each role (**vertically**) placing the sum in the Total row.

Social Power Categories	Power Scale Least Power in this negotiation = 1 2 3 4 5 6 7 = Most Power in this negotiation							Total Column
	Mayor	City Engineer	Treasurer	Chair Community Action	Dir. WATER	Truck Manager	Director Public works	
1. REWARD Provides resources								
2. COERCIVE Can take away resources								
3. LEGITIMATE Has formal power/authority bestowed by the organization/culture								
4. REFERENT Has access to people with power								
5. INFORMATION Has knowledge/ Information about .. and/or has access/ knows where to get it								
6. EXPERT Has relevant experience and capability								

7. CHARISMATIC Ability to influence Others, personality and persuasive skills								
TOTAL ROW Thomas Fiutak								