

1. **MGMT 5112 Power and Influence**

Power and influence surround us. They are unavoidable but often neglected, misunderstood, and underestimated. Power and influence present both great opportunities and significant challenges. This course will equip students with the skills and knowledge to identify power and influence, grow these strengths, and wield the ability to analyze the dynamics of power and influence in any situation.

2. **Course Credit**

.25

3. **Prerequisites**

MGMT 5100

4. **Course Description**

Power and influence are unavoidable forces in organizations that can dramatically impact your career progression. Some displays of power and influence are overt, others more subtle. It is important to be mindful and intentional about how you react to the power and influence around you, and how you will manage, grow, and leverage your own power and influence. This course will balance lessons from theory and real-life examples, and we will learn together through extensive discussions. We will seek to challenge our perspectives, broaden our understanding, and develop useful tools for navigating power and influence... and we'll have fun along the way.

5. **Course Rationale**

Power and influence are tools that can help each of us create value for organizations and society and achieve our own personal and professional ambitions.

6. Course Objectives

After successfully completing this course students will be able to perform the following:

CO 1: Explain the basic concepts of power and influence in organizations, why they are important to understand, and how to recognize these dynamics.

CO 2: Recognize their own power and influence, how these factors can support their success, and be able to apply strategies to grow power and influence.

CO 3: Identify important aspects of leveraging – and leading with – power and influence, and map these to their own situation.

CO 4: Summarize issues and obstacles related to power and influence, and how they can be managed.

CO 5: Design an action plan for their own power and influence journey.

7. Materials

Resources

Reading materials will be available through ARES reserves and videos will be shared through Brightspace.

8. Grading and Evaluation

Grade Table

Activity Type	Percent of Total Grade
Weekly Discussions	35%
M1: Share Experiences & Peer Review	5%
M3: Personal Plan Draft & Peer Review	10%
M4: Networking Strategy & Peer Review	10%
M5: Leader Assessment & Peer Review	15%
Final Assignment: Personal Plan	25%