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https://www.100test.com/kao_ti2020/557/2021_2022__E5_8F_8C_E8_AF_AD_EF_BC_9A_E8_c96_557609.htm Every employee has five sources of power to draw from. Assess your potential power sources and use them to your advantage. 每个雇员都有五种可以利用的权力资源。估量自己潜在的权力资源并善用之。 1. Personal power is all about your charisma, your passion to achieve the strength of your convictions, your ability to communicate and inspire, and your leadership skills。个人权力就是你的魅力，你实现你的信念的激情，你与他人沟通和给人以激励的能力，以及你的领导才能。 2. Relationship power derives from the network of contacts and friends that you make, develop, and maintain at work. from coworkers who keep you up to date with the goings--on in their part 我要收藏 of the organization, to executives who seek you out for special projects--and everyone in between。人际关系权力来自你在工作中所建立、培养和保持的关系网和朋友圈；来自公司内其他部门的同事他们使你及时了解他们部门的情况；来自公司主管他们将特殊项目交由你负责；来自公司内其他人等。 3. Position power is directly related to where you reside on your company ' s organizational chart。Owners, presidents, and CEOs have plenty of position power, while receptionists, clerks, and laborers typically have little or none。职位权力直接与你在公司组织结构中的地位有关。公司业主、总裁和首席执行官有很大的职位权力，而接待员、办事员或勤杂人员一般没有什么职位权力。 4. Knowledge power is based on

the special expertise and knowledge that you have of your job, your departments, or your organization。知识权力是你对你的具体工作、你所在部门、机构的某种特殊专长或知识。 5. Task power is inherent in the jobs you are assigned at work. Some work is by nature more important to the health of the organization than others. For example, salespeople, whose job is to bring in money by selling its products or services, usually have high task power。任务权力存在于分配给你的工作任务中，有些工作其本质上较其他工作对公司的健康发展更为重要。比如说销售人员，其工作是通过销售产品和服务来为公司赚取利润，他们通常有较高的任务权力。 You can leverage any source of power you have to build your base of power in another source。你可以利用你拥有的任何一种权力资源来建立、充实你的另一种权力资源。 100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com