

OBHR4356 - Power and Influence in Organizations

[OBHR 4356](#) Power and Influence in Organizations (3 semester credit hours) This course will examine the role that power plays in organizations and the ways in which influence can be developed and used to increase individual power. Focus will be placed on how individuals can increase their power from anywhere within the organization. Topics will include functions of power, sources of power, assessing power in organizations, and personal influence strategies and tactics. Prerequisite: [OBHR 3310](#) or [OBHR 3330](#). (3-0) Y