

GBUS 689 : Influence and Power in Organizations

This course explores how leaders use power and influence to build organizational effectiveness and team and personal performance. We will discuss sources of power, the ethics involved in the use - and sometimes - abuse of power, and your personal relationship with power and influence in multiple settings. The use of influence in motivating employees, negotiating, collaborating and maintaining a competitive advantage domestically and globally are additional considerations.

Credits 3

Prerequisites

Admission to the online MBA or the 5th year MBA.

Semester Offered

Offered spring