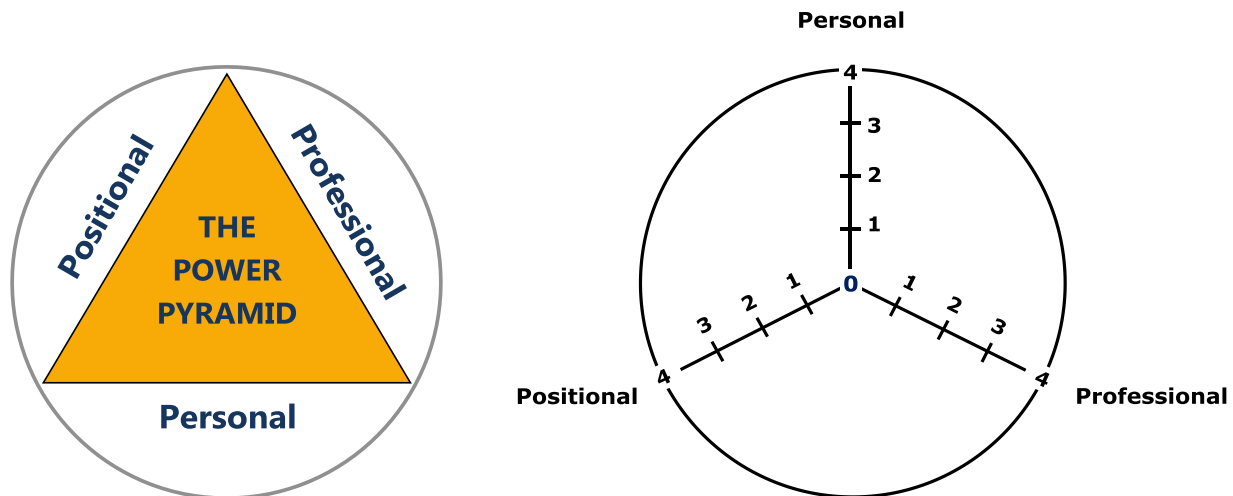


Tools for Knowledge Workers

The Power Pyramid & the Power Profile



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We all have and exercise three basic kinds of power: Personal, Positional and Professional. Together, they make up the Power Pyramid shown above on the left. However, we possess differing amounts of these three kinds of power and we rely on them to different degrees. Some people rely mainly on their personal power – their personality, charisma and charm. Others rely mostly on their positional power – their authority and control over resources, assignments and the like. Still others rely primarily on their professional power, the power of their knowledge, skills, abilities and their accomplishments or track record. Taking stock of the extent to which we possess and rely on each of these three kinds of power yields a Power Profile, a blank version of which is shown above on the right. For more about these three kinds of power and how to determine your Power Profile click [here](#).

