

27 yo enthusiastic, skillful
MBA from HBS

Newly graduate
Hired by Houseworld
Care Division - 1991

Get bored, many conflicts, lack of
responsibility, cannot exploit her
capacities

LACK OF POWER

*Influence people, make them what YOU want.
The true essence of a leader.*

Position:

- Formal authority
- Relevance
- Centrality
- Autonomy
- Visibility

(la marche du roi)

Personal:

- Expertise
- Track record
- Attractiveness
- Effort



Everyone has a
base to develop
his "necessity",
his power; and
grow it by
increasing in
rank or being
someone else

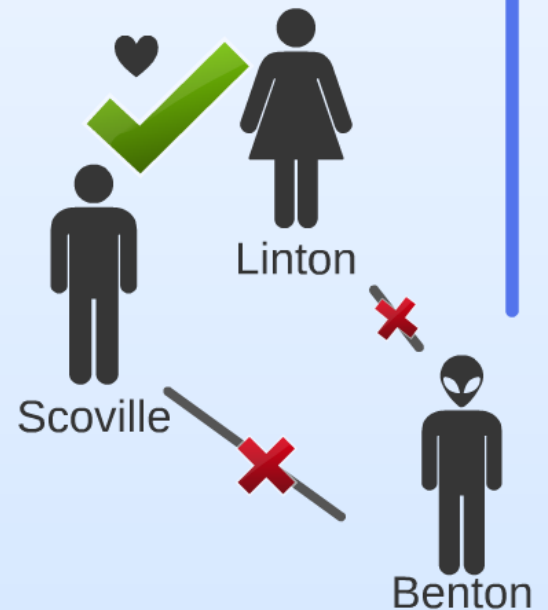
She has not a
good **position** :
low level,
unclear mission,
works alone, ask
for "work-to-
do"... but little
visibility as she
is new

Her **personality**
is hidden: she
cannot show
her skills, no
background,
probably ugly ...
but smiling and
hardworking
girl.

Lisa Benton

TheCasesolutions.com

She loses the battles



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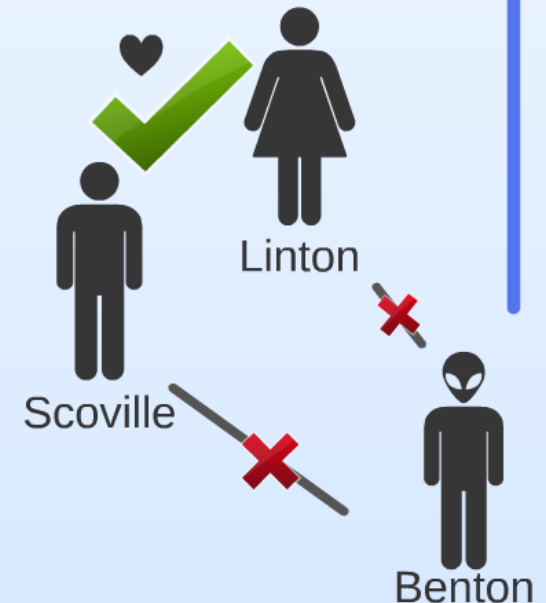
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