

How To Handle Power

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For some, power comes through high position. For others, it comes through money. Actually money can buy position-power. If the power is not for sale, one can buy power of a person one position higher than of the one who will not sale his own power. Irrespective of the source of one's power, its management remains the same. Those who are born with a power-spoon in their mouths don't need out tips, because they are naturals in power management. Our tips are for those who have acquired power somehow, much later than they would have preferred, and don't know how to handle it. If you belong to this group, read on.

Your first task is to categorize people into those who have more power than you, and those who are under your power. Treat the former with the utmost respect and care. The others need further categorization into those you like and those you don't. Get the former to do what you like most, flattering you. Give all serious work to the others; after all somebody has to do the work.

Unless everybody realizes that you have this great power over them, that power is not worth having. Call a grand meeting of everyone who must understand who is Boss. Ask a question to the audience. Then call those one-time-giants who are now your subordinates by their first names (what you dared not have done in past) and ask their opinions in a condescending manner. Se that your word will be the last word.

You may or may not be born with the personality that commands respect. Your behavior may not be such that everyone automatically respects you, irrespective of your personality. But you have power over others. Demand respect. Get angry if you don't get the respect you thing you deserve. If that doesn't work, punish people until they start showing respect for you. Get rid of those who won't learn even after receiving punishment.

You must be unpredictable. That keeps your subordinates afraid. If you appear to be in a good mood at one moment, you should be capable of going into a very bad mood the very next moment. This makes people around you exert more to keep you permanently in a good mood. Reward them periodically with a broad smile, but keep your frown handy.

Almost all great people have tantrums. We hear the great dictator used to have many. The opposite of this statement may be true: that all who have tantrums are great. If you are great, you should have tantrums too. Have tantrums now and then, or they may not believe you are truly great.

You probably always wanted to call a spade a spade, but dared not do so. With your newly acquired power, indulge yourself. Tell those people you don't like what you think about them. Don't do that to your superiors, until you supersede them somehow someday. Don't allow your subordinates to do so, unless, God forbid, they supersede you somehow someday.

You must understand whom to ignore. Those who seem ambitious and rearing to go are a threat to your position of power. Ignore their suggestions to such an extent that they finally stop making suggestions. Kill initiative before it becomes dangerous to you.

You must encourage some people by appreciating what they do. It gives the impression that you understand that others can be good too. That gives you an image of a person whose ego is not unduly inflated after acquiring power. Be careful to

encourage only no-good people. Then you will appear to be far superior to good people.

Punctuality is important when you are meeting people who are more powerful than you. Never reach a meeting with your subordinates on time, and definitely not before time. If you do that, they will believe you have no other work. Always reach late and never apologize for being late. Make them wait for you. It irritates them. It lowers morale. It wants them to be late themselves too. But they dare not do so. Enjoy their discomfort. That is a perk of the position of power.

Having power for the sake of having power is silly. You must make good use of it. Use it to acquire more power. As we told you before, power stems from money. So use your power to make money. Check out our tips on making money.