**Chapter 8: Power and Social Influence**

**Discussion Questions**

1. Think of two team situations you have been in, one in which you had power, and the other in which you were powerless. How did this affect how you behaved and interacted with others in the team? How did this affect how others acted toward you?
2. What makes a minority member influential?
3. Rethink about Milgram’s shock experiments. Do you think this study was ethical? Do you think the benefits to society and scientific knowledge outweigh the negative effects on participants?
4. Do you agree with Lord Acton’s famous quote that “power tends to corrupt, and absolute power corrupts absolutely.” What does Kipnis’ research show? How may power corrupt?
5. Given the changing demographics in the workplace, those who have not historically held powerful positions in organizations may very well be more prominent in these positions in the future. How may this affect the dynamics of teams?