

DE LA SALLE UNIVERSITY

THESIS ABSTRACT

The influence tactics used by subordinates on their co-workers were investigated in this study. Eighty-seven (87) respondents were taken from various Metro-Manila business establishments and some were gathered from MBA classes, De La Salle University. Respondents were asked to describe the extent to which they use certain tactics to influence their co-workers. Respondents manifested a remarkable difference when they exercise a particular dimension of influence in terms of reason or goal for exercising such. Sex and marital status of respondents were also found out to be related to their choice of influence dimension. However, the extent to which respondents use a particular influence tactic/dimension showed no significant difference.

