

The Power of Influence



There is a story about a family who lived in a house which boasted a tall oak tree in the front garden. One night during a terrible storm a lightning bolt hit the old tree which keeled over on top of the house with a tremendous crash. This woke up the whole family. The little boy of the house immediately jumped out of bed and ran to his parent's bedroom shouting, "It wasn't me! It wasn't me!"

Apart from the fun side of the story there is a **darker** side, and it is not the damage to the house. If you think of the little boy's reaction you can see how he had been managed by his parents. They kept him on a tight rein by making him feel guilty, to such an extent that he blamed himself for any trouble that happened, even for 'acts of God', as insurance companies call them. This is the *influence of power*.

In classrooms we encourage you to exchange the negative spiral behind 'the influence of power' for the virtuous circle motivating '*the power of influence*'. Reading on will show you how you can effectively do this in your teaching.