



Daily Worth  
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# Be More Powerful No Matter What Your Job Title

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By Erinn Bucklan | March 24, 2014

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## Be Trustworthy

Build loyalties and you'll accumulate power, says Lisa Quast, executive coach, founder and president of [CareerWomanInc.com](http://CareerWomanInc.com) in Seattle and author of "[Your Career, Your Way](#)." Fortunately, the process of building trust can happen anywhere. "All it requires is a commitment to spending time with other people, have mutually beneficial relationships and let others get to know who you really are," says Quast.

While lots of people in the workplace can get the chance to prove themselves by delivering quantifiable results on the job, Quast says that's not necessarily enough to gain influence and power too. "Just remember, it isn't only about achieving results, it's also about *how* the results are delivered. More power and influence will be gained through the use of expertise, personality/charisma and positive motivation methods than through the use of position power or coercive power. The first earns respect from others, while the latter erodes it." Lessons for us all

— no matter where you are in your career.



Career Woman, Inc.