

Avoiding Authority Extremes

<u>“Nice”</u>	<u>“Tough”</u>
<ul style="list-style-type: none">● Stance: submissive● Concern: Conflict● Ambivalent about client potential● Minimizes authority● Goal for client: cooperation● Style: inconsistent	<ul style="list-style-type: none">● Stance: superior● Concern: Loss of control● Pessimistic about client potential● Heavy on authority● Goal for client: compliance● Style: inflexible