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Managing Up the Hierarchy: US Correctional Institutions and Differences in the Use of Influence Strategies

anna Kayes

**Abstract** 

**Abstract** 

This study generated and tested hypotheses regarding the use of upward influence

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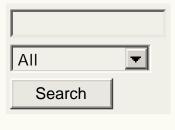
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strategies and gender in a US
prison system. The present
study focused on the upward
influence strategies used by
male and female employees
across ten different prisons.
Kipnis and Schmidt's Profile of
Organizational Influence
Strategies was administered to
201 state employees. The

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