

[HOME](#)    [ABOUT](#)    [LOG](#)

[IN](#)    [REGISTER](#)

[SEARCH](#)    [CURRENT](#)

[ARCHIVES](#)

[ANNOUNCEMENTS](#)    [JOIN](#)

[US](#)

Home > Vol 1, No 2 (2009) >  
Kayes

Font Size:   

# 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

[TABLE OF CONTENTS](#)

## Reading Tools

---

### Managing Up the Hi...

*Kayes*


---

[Review policy](#)  
[About the author](#)  
[How to cite item](#)  
[Indexing metadata](#)  
[Print version](#)  
[Look up terms](#)  
[Notify colleague\\*](#)  
[Email the author\\*](#)  
[Finding References](#)

#### RELATED ITEMS

[Author's work](#)  
[Book searches](#)  
[Related studies](#)  
[Relevant portals](#)  
[Pay-per-view](#)  
[e-Journals](#)  
[Databases](#)  
[Online forums](#)  
[Government policy](#)  
[Media reports](#)  
[Web search](#)

#### SEARCH JOURNAL


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

This work is licensed under a [Creative Commons Attribution 3.0 License](#).

CLOSE

\* Requires [registration](#)