

## Management influence tactics in agriculture and Agribusiness industries and their relation with labor productivity

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### Abstract

This study was conducted with the objective of studying how influence strategies used by managers are related to labor productivity of workers in agricultural industries, and the population studied was the totality of workers in two agricultural industries. The influence tactics scale was used to establish influence strategies employed by managers: a survey method was utilized to measure labor productivity and was expressed in terms of an efficiency index for labor productivity. The Spearman coefficient was used to determine the relation between influence tactics and labor productivity. The analysis of the results indicated that although there was no clear correlation between influence tactics and labor productivity, even in different environments, managers coincided in using challenge influence strategies, with a high labor productivity efficiency rate in all the cases studied. The rest of the factors that affect labor productivity support the efficiency of this method. Management methods, and leadership and influence strategies as a dimension of the same, are highly related to labor productivity.

**Key words:** Influence strategies, labor productivity, agricultural industries.

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