



ROBBINS CHAPTER- 12

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Power and Politics- Chap 12

- **Power**...B acts in accordance with A
- **Basis of Power**... Fig. **12-1**
 - ✓ Coercive
 - ✓ Legitimate
 - ✓ Expert
 - ✓ Referent
- **Dependency**
 - Importance, Scarcity, Non-substitutability



Power and Politics- Chap 12

- **Location of power**
- **Tactics...** Fig. **12-3**
- **Coalitions**
- **Unequal Power**