



ROBBINS CHAPTER- 12

A large, horizontal, yellow arrow graphic pointing to the right, with a gradient from dark yellow to light yellow, positioned in the middle of the slide.

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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