

**CHAPTER 9: POWER: THE KINDS OF POWER PEOPLE USE AND ABUSE**

**Topic:** \_\_\_\_\_ (1)

**I. Definition**

- P. = "the ability to \_\_\_\_\_ or \_\_\_\_\_ actions of others" (2)
- + \_\_\_\_\_ of human life (3)
- + No P. = \_\_\_\_\_ (4)
- avoid \_\_\_\_\_ ← use P. to infl others (5)

**II. Types of Power**

**1. \_\_\_\_\_ (I. P.)** (6)

- \_\_\_\_\_ types of P. & control (7)
- hav'g info ↑ person's \_\_\_\_\_ (8)
- + ppl w/ I. P. \_\_\_\_\_ others (9)
- e.g.: info in media (\_\_\_\_\_, mags, & article) → infl ppl who read it (10)

**2. \_\_\_\_\_ (R. P.)** (11)

- R. P. = \_\_\_\_\_ or \_\_\_\_\_ to beh. like person or groups (12)
- e.g.: ppl beh like or support members of \_\_\_\_\_ or group of frnds (13)
- > ppl \_\_\_\_\_ & \_\_\_\_\_ by ppl identify w/ (14)
- e.g.: Jim Jones, rel. leader in Jonestown, Guyana, told ppl to \_\_\_\_\_ (15)
- 900 ppl \_\_\_\_\_ (16)
- R. P. used for \_\_\_\_\_ or \_\_\_\_\_ purs → be aware (17)

**3. \_\_\_\_\_ (L. P.)** (18)

- L. P. = used by \_\_\_\_\_ (19)
- e.g.: gov ↑ \_\_\_\_\_ or go to \_\_\_\_\_ → most ppl follow (20)
- \_\_\_\_\_ + \_\_\_\_\_ ; > L.P. (21)
- e.g.: ask ppl on street \_\_\_\_\_ fr. bus stop (22)
- + researcher w/ \_\_\_\_\_ → < ppl left bus stop (23)
- + researcher w/ uniform → > ppl \_\_\_\_\_ & move away bus stop (24)
- uniform = give \_\_\_\_\_ - look of L. P. (25)

**4. \_\_\_\_\_ (E. P.)** (26)

- E. = ppl skilled in some area (e.g. \_\_\_\_\_ or \_\_\_\_\_) (27)
- + impress others by person's \_\_\_\_\_ & \_\_\_\_\_ (28)
- + gain \_\_\_\_\_ & \_\_\_\_\_ (29)
- + gain \_\_\_\_\_ or \_\_\_\_\_ (30)
- \_\_\_\_\_ to gain P. (31)

**5. Reward or \_\_\_\_\_ (C. P.)** (32)

- C. P. = used by ppl who reward or punish others' \_\_\_\_\_ or \_\_\_\_\_ (33)
- + Reward = gain sth → change \_\_\_\_\_ (34)
- + \_\_\_\_\_ → may / may not change ppl's beh. (35)
- ↘ may not \_\_\_\_\_ (36)
- C. P. users have to \_\_\_\_\_ (37)

**III. Summary**

- P. = \_\_\_\_\_ (38)
- + hav'g info other ppl \_\_\_\_\_ or \_\_\_\_\_ (39)
- + be'g a referent for other ppl to \_\_\_\_\_ or \_\_\_\_\_ (40)
- + hav'g an official, \_\_\_\_\_, position of \_\_\_\_\_ (teacher in classroom) (41)
- + hav'g \_\_\_\_\_ or \_\_\_\_\_ (42)
- + com'g fr. P. to \_\_\_\_\_ or \_\_\_\_\_ (43)
- ppl try to exercise one or more of \_\_\_\_\_ over our lives (44)