

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)