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*Shaping Lives...
Empowering Communities...*

Power & politics

Power is the ability to influence people and events.



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Use of power

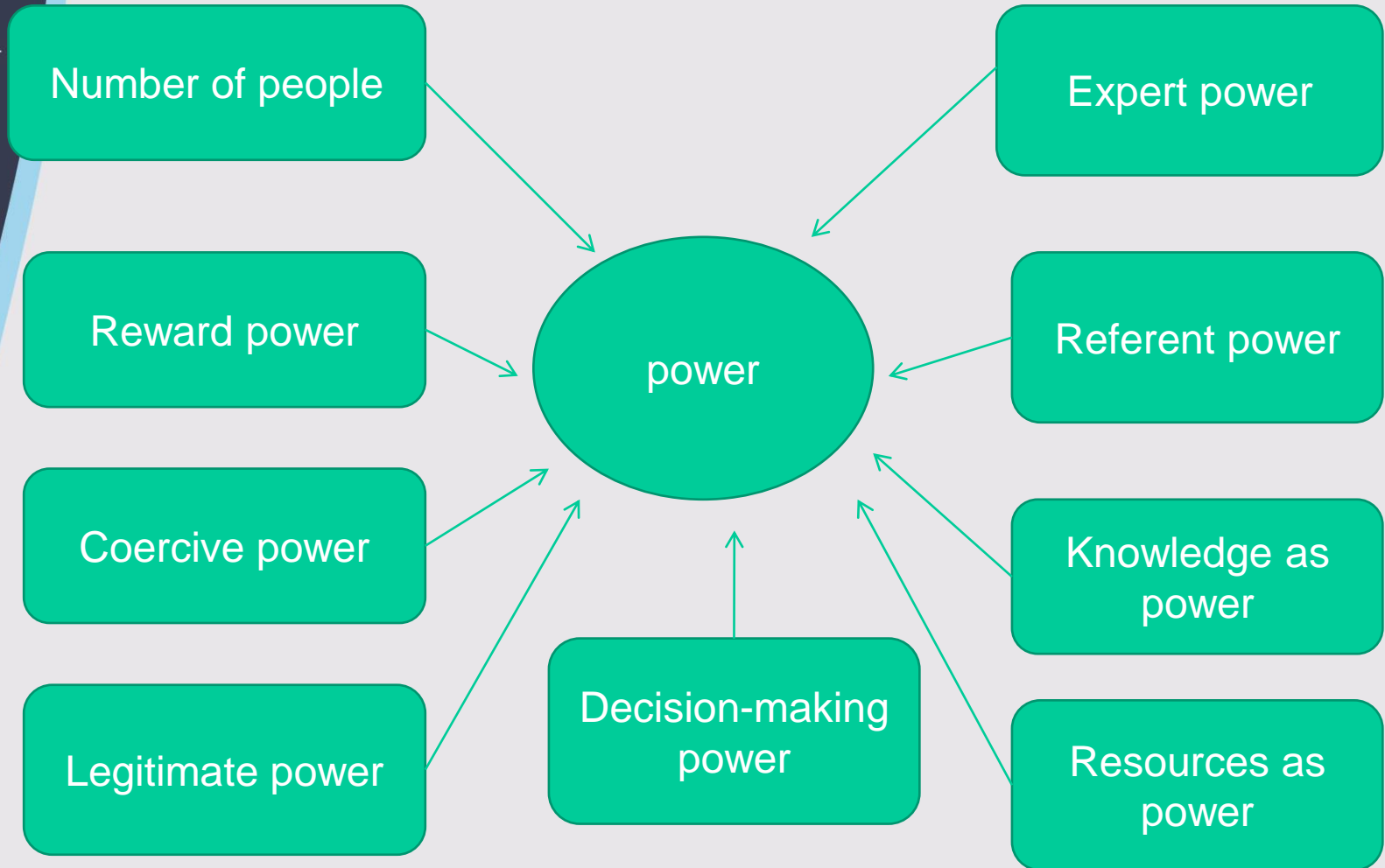
Managers need to use power effectively. If used negatively, power is capable of destroying individuals and organisations.



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Sources of power

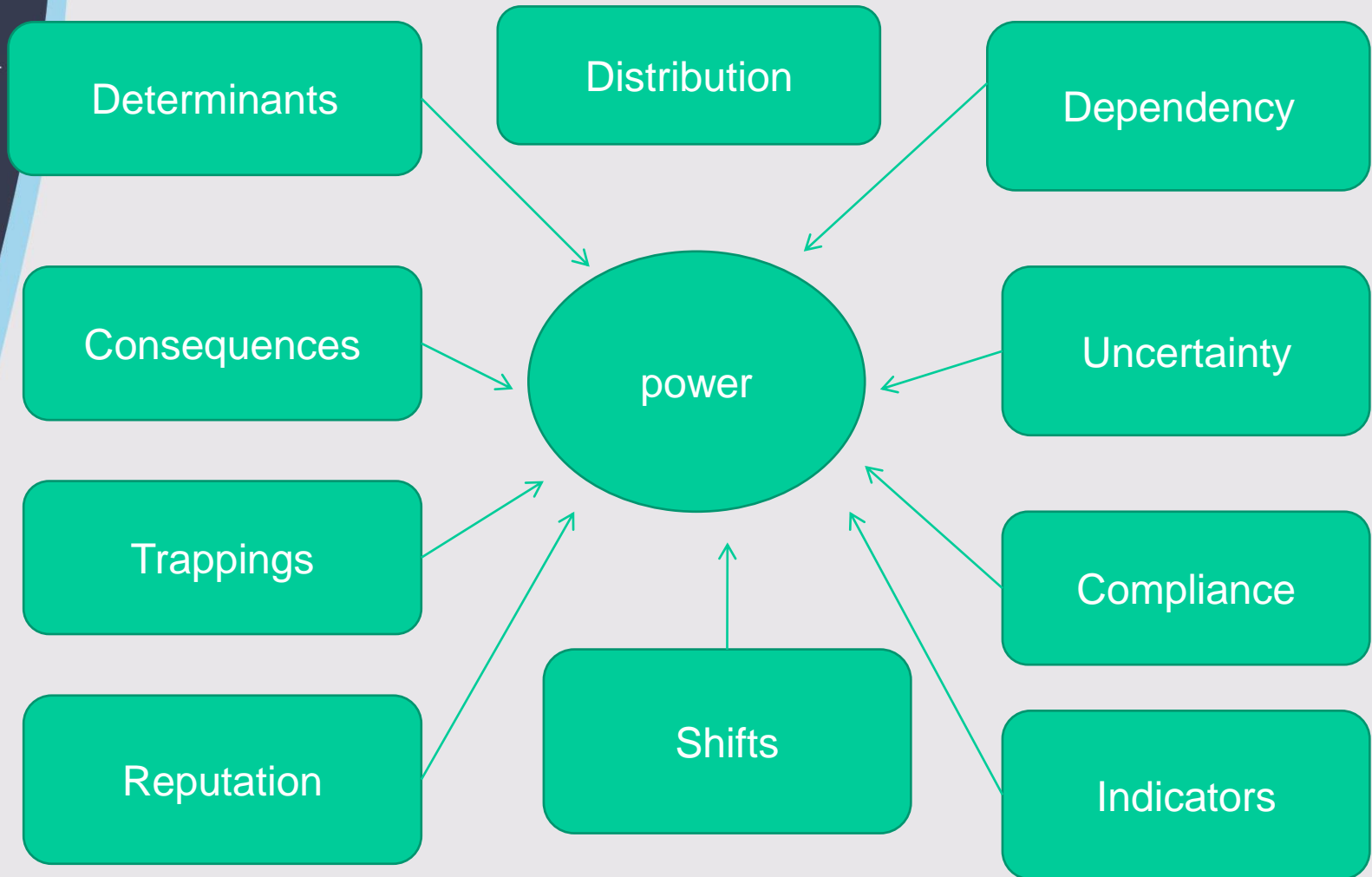




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Power Dynamics





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Power Tactics

1. ASSERTIVENESS
2. FRIENDLINESS
3. RATIONALITY
4. SANCTIONS
5. HIGHER AUTHORITY
6. BARGAINING
7. COALITION



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POLITICS

Politics refers to the ways people gain and use power in organisations



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Essence of politics

1. Disagreement
2. Diversity
3. Scarcity
4. Interest.