

Reading 16

The Bases of Social Power

John R. P. French, Jr., and Bertram Raven
University of Michigan

The processes of power are pervasive, complex, and often disguised in our society. Accordingly, one finds in political science, in sociology, and in social psychology a variety of distinctions among different types of social power or among qualitatively different processes of social influence (1, 6, 14, 20, 23, 29, 30, 38, 41). Our main purpose is to identify the major types of power and to define them systematically so that we may compare them according to the changes which they produce and the other effects which accompany the use of power. The phenomena of power and influence involve a dyadic relation between two agents which may be viewed from two points of view: (a) What determines the behavior of the agent who exerts power? (b) What determines the reactions of the recipient of this behavior? We take this second point of view and formulate our theory in terms of the life space of P, the person upon whom power is exerted. In this way we hope to define basic concepts of power which will be adequate to explain many of the phenomena of social influence, including some which have been described in other less genotypic terms.

Recent empirical work, especially on small groups, has demonstrated the necessity of distinguishing different types of power in order to account for the different effects found in studies of social influence. Yet there is no doubt that more empirical knowledge will be needed to make final decisions concerning the necessary differentiations, but this knowledge will be obtained only by research based on some preliminary theoretical distinctions. We present such preliminary concepts and some of the hypotheses they suggest.

POWER, INFLUENCE, AND CHANGE

PSYCHOLOGICAL CHANGE

Since we shall define power in terms of influence, and influence in terms of psychological change, we begin with a discussion of change. We want to

define change at a level of generality which includes changes in behavior, opinions, attitudes, goals, needs, values, and all other aspects of the person's psychological field. We shall use the word system to refer to any such part of the life space. Following Lewin (26, p. 305), the state of a system at time 1 will be denoted $s_1(a)$.

Psychological change is defined as any alteration of the state of some system a over time. The amount of change is measured by the size of the difference between the states of the system at time 1 and at time 2: $ch(a) = s_2(a) - s_1(a)$.

Change in any psychological system may be conceptualized in terms of psychological forces. But it is important to note that the change must be coordinated to the resultant force of all the forces operating at the moment. Change in an opinion, for example, may be determined jointly by a driving force induced by another person, a restraining force corresponding to anchorage in a group opinion, and an own force stemming from the person's needs. . . .

THE BASES OF POWER

By the basis of power, we mean the relationship between O and P, which is the source of that power. It is rare that we can say with certainty that a given empirical case of power is limited to one source. Normally, the relation between O and P will be characterized by several qualitatively different variables which are bases of power (30, Chapter 11). Although there are undoubtedly many possible bases of power which may be distinguished, we shall here define five which seem especially common and important. These five bases of O's power are: (1) *reward power*, based on P's perception that O has the ability to mediate rewards for him; (2) *coercive power*, based on P's perception that O has the ability to mediate punishments for him; (3) *legitimate power*, based on the perception by P that O has a legitimate right to prescribe behavior for him; (4) *referent power*, based on P's identification with O; and (5) *expert power*, based on the perception that O has some special knowledge or expertise. . . .

Studies In Social Power

Erica Schoenberger



Studies In Social Power:

Studies in Social Power Dorwin Cartwright, 1959 Case Studies in Social Power (=IJCS IX,3-4) Evers, 2022-07-04

STUDIES IN SOCIAL POWER, 1978 The Social Power of Algorithms David Beer, 2019-10-23 The vast circulations of mobile devices sensors and data mean that the social world is now defined by a complex interweaving of human and machine agency Key to this is the growing power of algorithms the decision making parts of code in our software dense and data rich environments Algorithms can shape how we are retreated what we know who we connect with and what we encounter and they present us with some important questions about how society operates and how we understand it This book offers a series of concepts approaches and ideas for understanding the relations between algorithms and power Each chapter provides a unique perspective on the integration of algorithms into the social world As such this book directly tackles some of the most important questions facing the social sciences today This book was originally published as a special issue of Information Communication Society **Social Power and Political Influence** James T. Tedeschi, 2017-09-08 The nature of social power the ability of individuals to affect the behavior and belief of others is central to any understanding of the dynamics of change in our society It is therefore surprising that social scientists and especially social psychologists have devoted relatively little attention to the subject and have accumulated relatively little knowledge about it But this gap may be more apparent than real argues James T Tedeschi there has in fact been a great deal of research on many aspects of interpersonal influence What is missing is the kind of consensus about an operational definition of the concept of power that would bring this work usefully into focus The purpose of Social Power and Political Influence is to bring together the best work of scholars from many disciplines in order to organize develop evaluate and interpret scientific theories of social political and economic power The contributors are drawn from anthropology political science sociology and social psychology They illustrate a variety of approaches ranging from ethnographic case studies to mathematically formalized models Presenting theory and methods these chapters treat in provocative and creative ways such important problems as the factors that affect the use of power and the nature of response to its use the linkages that affect the flow of power between individuals and social systems the consequences of attributions of power by actors and observers and the implications of trust as an alternative to explicit influence This in depth scholarly sampling of research and theory will be of great interest to everyone concerned with the scientific study of social and political power and the influence processes The interdisciplinary nature of the topic itself and of the work represented here make Social Power and Political Influence an important contribution for students and scholars in many fields from social psychology political science and sociology to communications management science and economics **Social Power and Political Influence**, The nature of social power the ability of individuals to affect the behavior and belief of others is central to any understanding of the dynamics of change in our society It is therefore surprising that social scientists and especially social psychologists have devoted

relatively little attention to the subject and have accumulated relatively little knowledge about it But this gap may be more apparent than real argues James T Tedeschi there has in fact been a great deal of research on many aspects of interpersonal influence What is missing is the kind of consensus about an operational definition of the concept of power that would bring this work usefully into focus The purpose of Social Power and Political Influence is to bring together the best work of scholars from many disciplines in order to organize develop evaluate and interpret scientific theories of social political and economic power The contributors are drawn from anthropology political science sociology and social psychology They illustrate a variety of approaches ranging from ethnographic case studies to mathematically formalized models Presenting theory and methods these chapters treat in provocative and creative ways such important problems as the factors that affect the use of power and the nature of response to its use the linkages that affect the flow of power between individuals and social systems the consequences of attributions of power by actors and observers and the implications of trust as an alternative to explicit influence This in depth scholarly sampling of research and theory will be of great interest to everyone concerned with the scientific study of social and political power and the influence processes The interdisciplinary nature of the topic itself and of the work represented here make Social Power and Political Influence an important contribution for students and scholars in many fields from social psychology political science and sociology to communications management science and economics James T Tedeschi is professor of psychology at the State University of New York at Albany and is the author of numerous theoretical and research papers on the topics of power and influence Some of his books include Violence Aggression and Coercive Actions Aggression and Violence Social Interactionist Perspectives and Introduction to Social Psychology

Opinion Dynamics and the Evolution of Social Power in Social Networks Mengbin Ye, 2019-02-19 This book uses rigorous mathematical analysis to advance opinion dynamics models for social networks in three major directions First a novel model is proposed to capture how a discrepancy between an individual's private and expressed opinions can develop due to social pressures that arise in group situations or through extremists deliberately shaping public opinion Detailed theoretical analysis of the final opinion distribution is followed by use of the model to study Asch's seminal experiments on conformity and the phenomenon of pluralistic ignorance Second the DeGroot Friedkin model for evolution of an individual's social power self confidence is developed in a number of directions The key result establishes that an individual's initial social power is forgotten exponentially fast even when the network changes over time eventually an individual's social power depends only on the changing network structure Last a model for the simultaneous discussion of multiple logically interdependent topics is proposed To ensure that a consensus across the opinions of all individuals is achieved it turns out that the interpersonal interactions must be weaker than an individual's introspective cognitive process for establishing logical consistency among the topics Otherwise the individual may experience cognitive overload and the opinion system becomes unstable Conclusions of interest to control engineers social scientists and researchers from other relevant

disciplines are discussed throughout the thesis with support from both social science and control literature Human Development and Social Power Ananya Mukherjee Reed, 2008-06-17 In South Asia and beyond human development continues to be in a state of crisis Each successive Human Development Report HDR and the pervasive global failure to achieve the Millennium Development Goals are constant reminders of this crisis An equally and even more distressing dimension of human development is its great unevenness Even in cou **Social Power and the Turkish State** Tim Jacoby, 2004-08-02 This book focuses on the historical sociology of the Turkish state seeking to compare the development of the Ottoman Turkish state with similar processes of large scale historical change in Europe identified by Michael Mann in *The Sources of Social Power* Jacoby traces the contours of Turkey's modernisation with the intention of formulating a fresh way to approach state development in countries on the global economic periphery particularly those attempting to effect closer ties with northern markets It also highlights matters of social change pertinent to states grappling with issues relating to political Islam minority identity and irredentist dissent **Essays on Ethics, Social Behaviour, and Scientific Explanation** J.C. Harsanyi, 1976-12-31 When John Harsanyi came to Stanford University as a candidate for the Ph D I asked him why he was bothering since it was most unlikely that he had anything to learn from us He was already a known scholar in addition to some papers in economics the first two papers in this volume had already been published and had dazzled me by their originality and their combination of philosophical insight and technical competence However I am very glad I did not discourage him whether he learned anything worthwhile I don't know but we all learned much from him on the foundations of the theory of games and specifically on the outcome of bargaining The central focus of Harsanyi's work has continued to be in the theory of games but especially on the foundations and conceptual problems The theory of games properly understood is a very broad approach to social interaction based on individually rational behavior and it connects closely with fundamental methodological and substantive issues in social science and in ethics An indication of the range of Harsanyi's interest in game theory can be found in the first paper of Part B though in fact his own contributions are much broader and in the second paper the applications to the methodology of social science The remaining papers in that section show more specifically the richness of game theory in specific applications *Advanced Studies in Social Influence and Leadership* Prof. Dr. Bilal Semih Bozdemir, *Advanced Studies in Social Influence and Leadership* Introduction Defining Social Influence The Psychology of Persuasion Conformity and Compliance Minority Influence Social Identity Theory Impression Management Charismatic Leadership Transformational Leadership Transactional Leadership Situational Leadership Servant Leadership Ethical Leadership Gender and Leadership Cultural Influences on Leadership Emotional Intelligence and Leadership Communication Strategies for Leaders Decision making in Leadership Power Dynamics in Leadership Conflict Resolution Techniques Motivating Followers Building Trust and Credibility Fostering Teamwork and Collaboration Organizational Change and Leadership Crisis Management for Leaders Developing Leadership Potential Coaching and Mentoring Emerging

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Leaders Leadership Development Programs Succession Planning and Leadership Transition Cultivating a Leadership Pipeline
Measuring the Impact of Leadership Case Studies in Effective Leadership Leadership Lessons from History The Future of
Leadership **Social Power in International Politics** Peter van Ham,2010-04-05 This text introduces and defines the
concept of social power and examines how it works in international politics Including perspectives from the EU the US
Middle East and China it features a range of case studies on culture and pop culture media public diplomacy and branding

Social Power and the Urbanization of Water Erik Swyngedouw,2004-03-11 Taking as his case study the city of Guayaquil
in Ecuador where 600 000 people lack easy access to potable water Erik Swyngedouw aims to reconstruct theoretically and
empirically the political social and economic conduits through which water flows and to identify how power relations infuse
the metabolic transformation of water as it becomes urban These flows of water which are simultaneously physical and social
carry in their currents the embodiment of myriad social struggles and conflicts The excavation of these flows narrates stories
about the city s structure and development Yet these flows also carry the potential for an improved more just and more
equitable right to the city and its water The flows of power that are captured by urban water circulation also suggest that the
question of urban sustainability is not just about achieving sound ecological and environmental conditions but first and
foremost about a social struggle for access and control a struggle not just for the right to water but for the right to the city
itself **Social Power and Communicating Social Support** Dena M. Huisman,2022-12-13 This book gives readers an

understanding of the theoretical foundations of social support communication along with practical tools to ethically and justly
connect with and support others in daily life Incorporating research real world examples and autoethnographic methods this
book examines how social hierarchies personal power dynamics and relational and social histories can be better understood
to create stronger social support messages across all our relationships including family friend workplace and health provider
patient relationships The book translates theories of social support communication into practical application examining how
support messaging goes wrong and how to do it right Intended as a supplementary text in interpersonal communication
psychology and social work undergraduate courses the book is also ideal for professionals who engage in caretaking and
support tasks and wish to enhance their knowledge of social support theory *Gender, State and Social Power in
Contemporary Indonesia* Kate O'Shaughnessy,2009-01-13 This book examines gender state and social power in Indonesia
focusing in particular on state regulation of divorce from 1965 to 2005 and its impact on women Indonesia experienced high
divorce rates in the 1950s and 1960s followed by a remarkable decline Already falling divorce rates were reinforced by the
1974 Marriage Law which for the first time regulated marriage for both Muslim and non Muslim Indonesians and restricted
access to divorce This law defined the roles of men and women in Indonesian society vesting household leadership with

husbands and the management of the household with wives Drawing on a wide selection of primary sources including court records legal codes newspaper reports fiction interviews and case studies this book provides a detailed historical account of this period of important social change exploring fully the impact and operation of state regulation of divorce including the New Order government's aims in enacting this legal framework its effects in practice and how it was utilised by citizens both men and women to advance their own agendas It argues that the Marriage Law was a tool of social control enacted by the New Order government in response to the social upheaval and protests experienced in the mid 1970s However it also shows that state power was not hegemonic it was both contested and co-opted by citizens with men and women enjoying different degrees of autonomy from the state This book explores all of these issues providing important insights on the nature of the New Order regime social power and gender relations both during the years of its rule and since its collapse

Encyclopedia of Leadership George R. Goethals, Georgia J. Sorenson, James MacGregor Burns, 2004-02-29 Click Additional Materials for downloadable samples Not just for reference this is an essential learning resource for libraries and the personal collections of modern leaders Narratives examples photographs and illustrations illuminate the ideas and concepts being examined making the set readable attention grabbing and unordinary Readers can explore leadership theories and practices and examine the effects of leadership More volumes are promised in this source that brings interest and excitement to a subject overlooked by the consultants CEOs and coaches whose earlier works captured a small view of leadership subject matter Summing Up Highly recommended for all collections CHOICE Because there really is nothing available like this encyclopedia it is a must buy for academic libraries Extremely well done with good quality print and illustrations this work should become an important resource for active citizens as well as for managers and scholars BOOKLIST starred review Because of its breadth ease of navigation high level of scholarship clear writing and practical format this model encyclopedia should help establish leadership as a normative field of study Highly recommended LIBRARY JOURNAL star review SAGE has again been the first to hit the market with a major reference in a rapidly growing field of the social sciences Virtually every academic and large public library will need the Encyclopedia of Leadership BOOK NEWS The enormous demands on leadership in today's world the rise of militant followings the struggle of long suppressed people to rise to leadership positions the heightened demand for moral principled leadership all these dynamic forces contribute to making this encyclopedia timely and timeless From the Foreword by James MacGregor Burns Williams College author of Leadership and winner of the Pulitzer Prize and National Book Award As the field of leadership studies expands and the list of important authors and concepts grows the time is at hand for a comprehensive encyclopedia of leadership This collection will be welcomed by all who want to understand this important and complex field Howard Gardner John H and Elisabeth A Hobbs Professor of Cognition and Education at the Harvard Graduate School of Education and author of Good Work When Excellence and Ethics Meet 2001 and Leading Minds An Anatomy of Leadership 1995 In 1975 a wag declared that the

concept of leadership should be abandoned It was not of course The 300 contributors to the Encyclopedia of Leadership are leaders among the many thousands of scholars responsible for the health and vast breadth of leadership studies They show us that leadership plays an important increasingly integral role today in fields ranging from world politics to community development Bernard M Bass Distinguished Professor Emeritus Center for Leadership Studies School of Management Binghamton University and author of Transformational Leadership Industrial Military and Educational Impact 1998 and Leadership and Performance beyond Expectations 1985 This new Encyclopedia provides leaders with the historical perspective and a vision of the tenuous future so essential if leaders of the future are to redefine leadership on their own terms with their own people Frances Hesselbein Chairman of the Board of Governors Leader to Leader Institute formerly the Drucker Foundation and coeditor of On Creativity Innovation and Renewal A Leader to Leader Guide 2002 and Leading Beyond the Walls 1999 From the earliest times people have been entranced by stories about leaders about Greek city state rulers Roman consuls Chinese emperors religious potentates military conquerors and politicians Perhaps more importantly leadership is a challenge and an opportunity facing millions of people in their professional and personal lives The Encyclopedia of Leadership brings together for the first time everything that is known and truly matters about leadership as part of the human experience Developed by the award winning editorial team at Berkshire Publishing Group the Encyclopedia includes hundreds of articles written by 280 leading scholars and experts from 17 countries exploring leadership theories and leadership practice Entries and sidebars show leadership in action in corporations and state houses schools churches small businesses and nonprofit organizations Questions the Encyclopedia of Leadership will answer What is a leader What is a great leader How does someone become a leader What are the types of leadership How can leadership theories help us understand contemporary situations How can I be a good and maybe great leader The Encyclopedia of Leadership is an unprecedented learning resource Scholars students professionals and active citizens will turn to the Encyclopedia for guidance on the theory and practice of leadership for the stories of great leaders and for the tools and knowledge they need to lead in the 21st century Key Features Four volumes 400 substantive articles ranging in length from 1000 6000 words 200 photographs and other illustrations 250 sidebars drawn from public records newspaper accounts memoirs and ethnography Key Themes Biographies Case studies Followers and followership Gender issues Leadership in different disciplines Leadership in different domains Leadership styles Personality characteristics Situational factors Theories and concepts The Encyclopedia of Leadership will be a vital tool for librarians with collections in business management history politics communication psychology and a host of other disciplines Students and teachers in courses ranging from history to psychology anthropology and law will also find this an invaluable reference In addition there are nearly 900 leadership programs in American post secondary institutions and a growing number of efforts to develop leadership in high schools There are leadership studies majors and minors as well as certificate and Ph D programs in the

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Capitalist Networks and Social Power in Australia and New Zealand Georgina Murray, 2006 It is often asserted that the ruling elite in Western capitalist economies now consists of liberal intellectuals and their media sympathisers By contrast this book looks at the real elite in Australian and New Zealand society and shows that there is still a ruling class based upon economic dominance From an analysis of corporate and public records interviews and other primary and secondary data it develops a picture of networks of power that are changing but are as real as any network in the past

Nature, Choice and Social Power Erica Schoenberger, 2014-08-21 We are at an environmental impasse Many blame our personal choices about the things we consume and the way we live This is only part of the problem Different forms of social power political economic and ideological structure the choices we have available This book analyses how we make social and environmental history and why we end up where we do Using case studies from different environmental domains earth and water air and fire Nature Choice and Social Power examines the form that social power takes and how it can harm the environment and hinder our efforts to act in our own best interests The case studies challenge conventional wisdoms about why gold is valuable why the internal combustion engine triumphed and when and why suburbs sprawled The book shows how the power of individuals the power of classes the power of the market and the power of the state at different times and in different ways were critical to setting us on a path to environmental degradation It also challenges conventional wisdoms about what we need to do now Rather than reducing consumption and shrinking from outcomes we don t want it proposes growing towards outcomes we do want We invested massive resources in creating our problems it will take equally large investments to fix them Written in a clear and engaging style the book is underpinned with a political economy framework and addresses how we should understand our responsibility to the environment and to each other as individuals within a large and impersonal system

The Sources of Social Power: Volume 1, A History of Power from the Beginning to AD 1760 Michael

Mann, 2012-09-17 Volume 1 examines interrelations between sources of power from neolithic times up to just before the Industrial Revolution in England Nuclear Power and Social Power Rick Eckstein, 1997 We often think of progress and economic growth as natural developments that benefit various members of society This title challenges this view and instead suggests that specific definitions of progress and economic growth can be molded by powerful individuals organizations and classes

Unveiling the Energy of Verbal Beauty: An Emotional Sojourn through **Studies In Social Power**

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