

Power and Politics in Organizations

*The Social Psychology of Conflict,
Coalitions, and Bargaining*

Contents

Preface	ix
The Authors	xvii
1. Toward a Political Theory of Organizations	1
2. Form of Power	10
3. Content of Power	27
4. Authority Structure and Coalition Formation	45
5. Interest Group Versus Coalition Politics	79
6. Conflict as Bargaining	105

7. Theory of Bargaining Tactics	141
8. Coercion in Intraorganizational Bargaining	174
9. Influence Networks and Decision Making	203
Conclusion	210
References	225
Index	241