**TOPIC 8: POWER, CONTROL, AND CONFLICT RESOLUTION**

**SELF-CHECK**

* Discuss the postulation on dependency of power.
* What creates dependence of power?
* One tool to assess the exchange of resources and dependencies within an organization is social network analysis. Elaborate social network analysis.
* Does power corrupt? Discuss.
* Elaborate power variables.
* How power affect people?
* What is negotiation.
* Elaborate bargaining strategies.
* Explain distributive bargaining.
* Explain integrative bargaining.
* Discuss negotiation process.

**SELF CHECK**