

# Contents

**Preface**

**Acknowledgements**

**Introduction** 1

## I

### **Power in Western Philosophy**

**1. From Machiavelli to Hobbes and Russell** 17

Niccolo Machiavelli 18

Thomas Hobbes 21

Bertrand Russell 28

**2. Friedrich Nietzsche's The Will to Power** 32

Toward a unitary conception of psychology 32

Power and moral evaluation 35

The relevance of Nietzsche to modern psychology 39

## II

### **Power in Modern Sociology and Political Thought**

**3. Introduction** 47

An overview 47

Weber's conception of power 51

**4. Rationalist and Utopian Views of Power** 60

Power over and power to 60

Power and social stratification 73

Power and conflict 85

<b>5. Political Behaviourism and the Protean Nature of Power</b>	101
The one- and two-dimensional views of power	103
The three-dimensional view of power	109
<b>III</b>	
<b>Power in Psychology</b>	
<b>6. Psychological Views of the Power of the Individual Person</b>	119
Introduction	119
Power corrupts?	120
The motive and experience of power	134
Power in Skinnerian behaviourism	143
Power in Heider's naive psychology	149
<b>7. Psychological Views of Social Power</b>	155
Field-theoretical conception of power and influence	155
Between the conformity bias and the active minority	162
Social exchange and power	173
<b>IV</b>	
<b>A Study in Power Change</b>	
<b>8. Power Differentiation and the Power Distance Mechanisms</b>	189
Introduction	189
Power inequality	191
The upward and downward power distance mechanisms	203
Structural and non-structural parameters of power distance reduction	213
<b>9. Do the Powerless Always Stay Put?</b>	224
Step-by-step power equalization	224
Power change through social categorization	232
Power change through political categorization	242

CONTENTS

xi

**Concluding Remarks**

248

**Appendix**

255

**References**

258

**Subject Index**

275