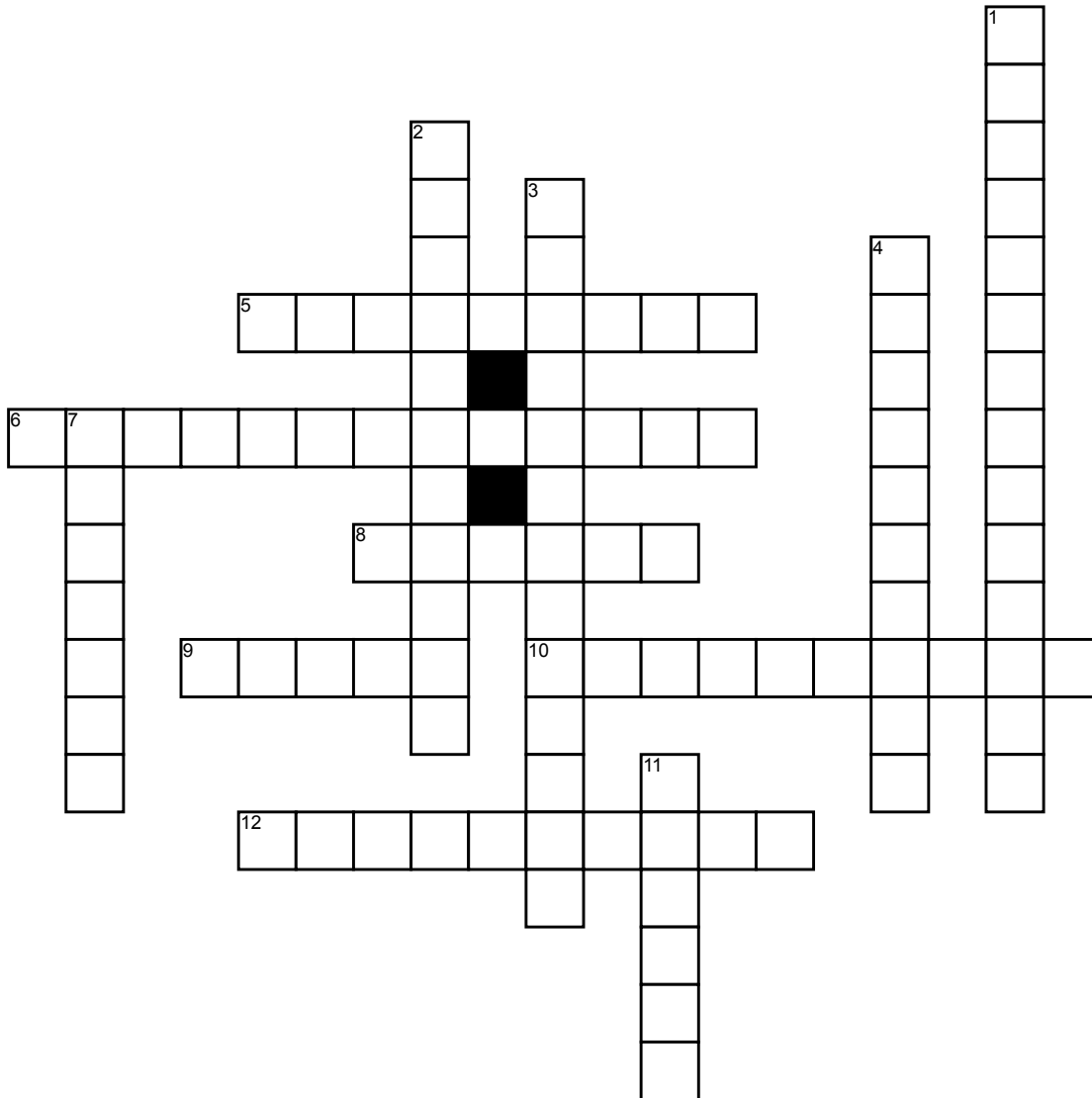


Persuasion, Leadership & Power



Across

5. Rejection

6. Referent
Power

8. policy

9. Value

10. activating

12. Persuasion

Down

1. Social
Exchange

2. Expert
Power

3. Authoritarian

4. Democratic

7. Ethical

11. direct