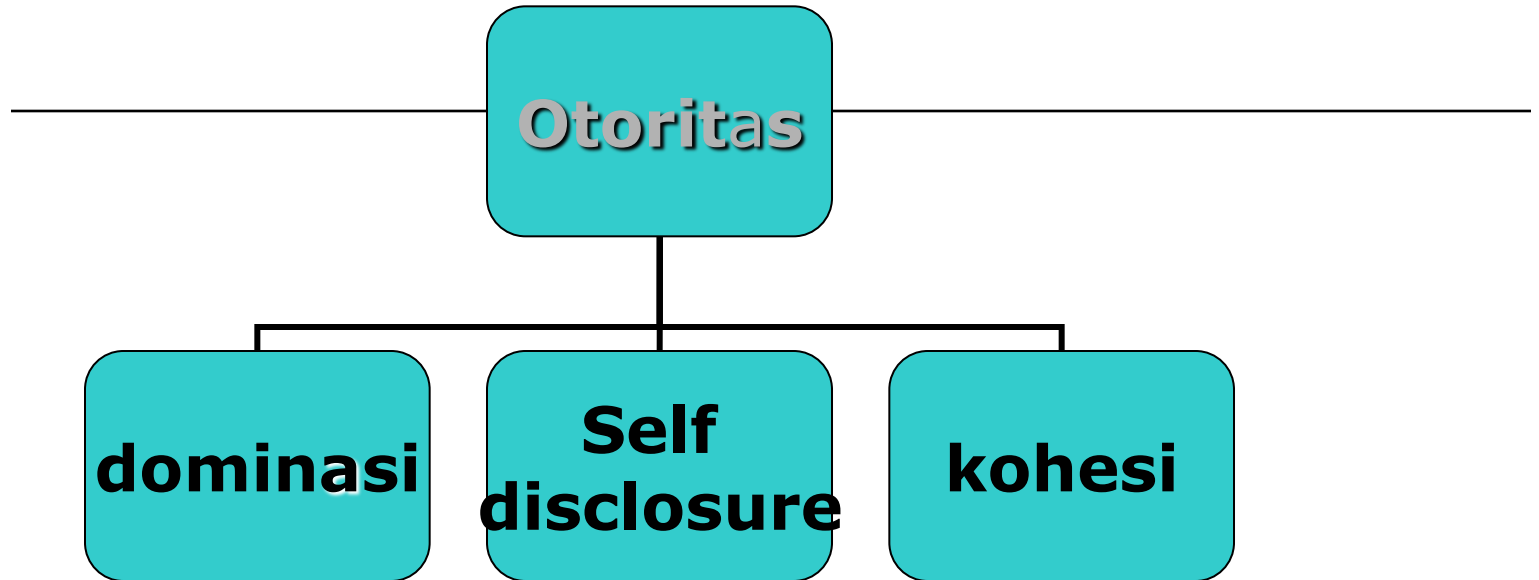




Otoritas KAP

by Shinta Prastyanti

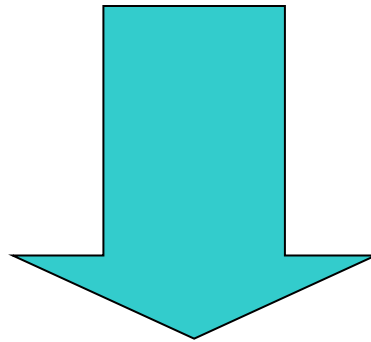
Otoritas = Kekuasaan, wewenang



Dominasi

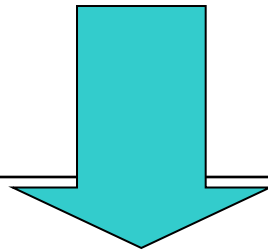
“Bila kita tidak menerima otoritas sso, berarti org tsb tdk dpt mendominasi kita”

**Bagaimana
bisa terjadi dominasi?**




power

**The amount of influence that one person
can exercise over another**



**People with greater power tend to use it
as and when required to get their own
way**



are often reflected in the ability to violate
privacy and force the revelation of
secrets

Bagaimana sso memiliki power?

- Informasi
- Experience
- Status sosial
- Intimacy
- Daya tarik pribadi



Intimacy

- are established as much by
privacy, secrecy, empathy,
openness
- unexpected contact with others
usually provokes series of
nonverbal compensation
behavior which restore a
measure of privacy

Daya tarik

- ~~Fisik & kepribadian--> citra~~
- Proximity
- Pengukuhan/menghargai
- Kesamaan
- Saling melengkapi
(complementarity)

Bentuk power:

- Legitimate power
- ~~Reward power~~
- Coercive power
- Information power

Legitimate power

The power reside in the position, the holder of the power in authority

Legitimate power is attached to the role, not to the person

-> polisi berseragam meminta pindah parkir kendaraan kita. Akan berbeda jk yg menyuruh sso dg baju casual



Reward power

Ex: praise

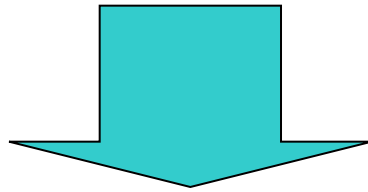
parent-children relationship

Coercive power

ex: punishment

Information power

Information is power



**the holders of information have
considerable power**



Self disclosure



Dindia:

**“What individuals verbally
reveal about themselves
(including thoughts, feelings,
experiences) to others”**



Pearson & Spitzburg:

**Communication in which person
voluntary and intentionally
tells another person accurate
information about him/herself**



When?



I. Intentionally give another person information about yourself

2. The other person is not likely to get on his own

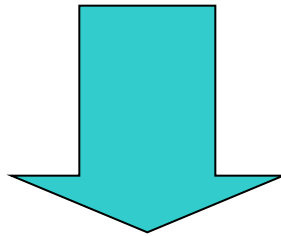
3. You realize could significantly affect your relationship to this person



Cohesi

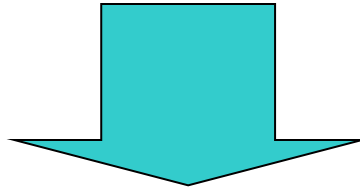
Kohesi:

keserasian hubungan sehingga tercipta saling pengertian

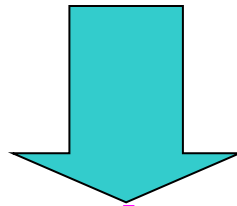


How?


Increases when we believe that they share secrets or private identity



Pengembangan hubungan



Untuk apa?

- 
- **Mengurangi kesepian**
 - **Mendapatkan stimulasi→
intelektual**
 - **Pengetahuan diri (self
knowledge)**
-