Divided and . . .

UNION MANAGEMENT

Local Union Local Management

 Officers Supervisors

 Stewards Plant Management

 Members Personnel office

Skills/pay Exempt workers

 Union activity non-union workers

 Seniority

 Age/race/sex/sexual preference National/International Management

 Ambition Officers

 Family/single Board of Directors

 Income Major stockholders

 Language interlocking companies

 Active/laid-off customers

 suppliers

Extended Union

 International Union Financial Management

 Officers lenders/creditors

 Staff stockholders

 District/Region bondholders

 Officers investment houses/advisers

 Staff Industry

 Members same products/competitors

 Other Locals industry councils

 Same site/same employer world-wide markets

 Different sites/same employer

 Same industry/different locations Community

 Industry conferences same as for the union

 In community

 “action” groups Business as a Whole

 Union federations Chamber of Commerce

 AFL-CIO “action “groups for bosses

 Independent associations subsidized public operations

Community media

 Other unions Public Agencies/School Boards

 Local businesses political control/domination

 “action” groups potential pressure points

 Politicians—state/local/national

GOVERNMENT

Laws, written and unwritten

Enforcement—legal and police

Political strength ad climate