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