

# Coercive (glossary)

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coercive

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A problem situation in which the participants "*have few interests in common and, if free to express them, would hold conflicting values and beliefs. Compromise is not possible and so no agreed objectives direct action. Decisions are taken on the basis of who has most power and various forms of coercion employed to ensure adherence to commands.*" (Jackson 2003, p. 19)

## Sources

Jackson, M. 2003. *Systems Thinking: Creating Holisms for Managers*. Chichester, UK: John Wiley & Sons.

## Discussion

None.

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