

Exam Title: 1801330 Leadership Education and Training 4 Courses Assessed by this Exam: ROTC 4 (1801330)

Key Vocabulary:

Source of power, delegating, directing, participating, expert, positional, referent, Actions, active listening, adverse separation, advising, arguing, armed forces, Axis powers intelligence forces, body language, climate of acceptance and fairness, coaching, color consciousness, commanding, communication process, confrontation, consciousness, consider, controlling, coordinating, crisis, criteria, cultural in nature, decision making process, decodes, delegating, directing, directing (demand, request, suggestion, volunteer), discrimination, diverse society, doublespeak, eating styles, effective leaders, encodes, evaluate, examine, facial expressions, fair and impartial treatment, fair negotiations, feedback, five competencies for managing emotions, four basic points of principle-centered negotiation, giving in, goal, hardiness, implement, implement contingency plans, integration, integrity, interests, jargon, leadership style, learned behaviors, learned helplessness, message, micromanager, Native Americans, Navajo tribe, negative aspects of diversity, negative behavior, negotiation, number of concessions, obedience to orders, objectives and standards, organizing, participating, performance, performance counseling situation, persuading, planning, platoon leader, positions, power and influence, prejudice, principled negotiation, professional growth, promotion, race relations, racial tension, racist remarks, rank system, re-analyze, re-start, realize, reception, recommending, referral, reflect, rigid hierarchy, selfless service, seven step problem solving, slang, spoken language, status, stereotyping, suggesting alternatives, supporting, subordinate, synergy, three criteria for fair negotiation, Top Secret messages, Transmit, types of counseling, types of power (coercive, reward, legitimate, expert, cooperative, positional, authoritative, referent, expert, etc.), valor, values and attitudes, visualize, World War II

Student Tasks:

- Describe power and influence
- Recognize leadership styles by definition and application
- Know The Communication Process
- Know the 7-step Problem-Solving, Decision-Making Process
- Know the Types of Counseling
- Identify the rank system and sources of power
- Determine leadership style based on a scenario
- Identify the three leadership styles
- Indicate which management principle is described in a scenario
- Describe types of directing based on a scenario
- Identify parts of the communication process
- Identify the five competencies for managing emotion
- Identify types of negative behaviors in a diverse society

- Describe race relations
- Determine how to create an climate of acceptance and fairness
- Define synergy
- Describe learned behaviors considered cultural in nature
- Identify types of counseling
- Describe active listening
- Describe techniques to counsel cadets
- Describe the five techniques that help improve listening skills
- Identify the values
- Identify the four basic points of principle-centered negotiations
- Identify the criteria for fair negotiations
- Identify the steps in the problem solving and decision making