

# Learning Objectives

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- ◆ Explain that the patrol leader represents two groups
- ◆ Explain the two ways that a leader represents his group
- ◆ Explain that the leader has the ability to represent the group's opinion not merely his own

# Learning Objectives

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- ◆ Explain the importance of this leadership skill for effective leadership

# Representing without Consultation

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Two leadership skills important in when representing without consulting are:

- ◆ Knowing and using the resources of the group
- ◆ Understanding the needs and characteristics of the group

# Consulting with the Patrol

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- ◆ Before you represent the group
- ◆ When you represent the group
- ◆ After you represent the group

# Before you Represent the Group

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- ◆ Decide on the nature of the job or problem
- ◆ Get all the facts you can
- ◆ Determine the mood of the group
- ◆ Use communicating

# When you Represent the Group

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- ◆ Clearly state your patrol's position
- ◆ Listen to the position of other patrol leaders and respect their opinions
- ◆ If there is a conflict or disagreement decide whether to stand fast or compromise

# After Representing the Group

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- ◆ Refer to your notes
- ◆ Explain the situation to your patrol (Remember, you are now preparing to represent another group, the patrol leaders' council)

# Reaction Scale

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		Enthusiasm	Compliance	Indifference	Resistance	Refusal
		YES	MAYBE	NO		
YES	All right!	Okay!	Don't know.	No.	Never!	Absolutely not!
MAYBE	Great!	Yes.	Perhaps.	Negative.	No way!	No chance!
NO	Cool!	Sure.	Maybe.	Not.	Uh-uh.	Not a chance!

# What Would You Do?

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Your patrol is	Other patrols are	Your position is	Your action is
1. Enthusiastically for	Decidedly against	Committed	?
2. Decidedly against	Indifferent	Committed	?
3. Indifferent	Enthusiastically for	Uncommitted	?
4. Enthusiastically for	Indifferent	Committed	?
5. Resistant	Indifferent	Uncommitted	?
6. Compliant	Decidedly against	Uncommitted	?

# Ways to Represent the Group

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- ◆ The leader must represent the group's decision exactly.
- ◆ The leader uses his own judgment with the permission of the group.

# The Patrol Leader Wears Two Hats

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- ◆ He must represent the views of his patrol to the patrol leaders' council.
- ◆ He must represent the view of the patrol leaders' council to his patrol.

# Summary

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- ◆ Representing the group is important to the success of patrols and troops.
- ◆ It helps get jobs done, and by allowing group members to express their own needs and preferences, it helps keep the interest and support of the members of the group.