EO M203.05 – DISCUSS INFLUENCE BEHAVIOURS

1. **Performance**: Discuss Influence Behaviours

2. **Conditions**:

   a. Given:

      (1) supervision; and

      (2) assistance as required.

   b. Denied: N/A.

   c. Environmental: Suitable classroom facilities or training area large enough to accommodate the entire group.

3. **Standard**: In accordance with specified references, the cadet shall discuss influence behaviours, to include:

   a. the directive approach;

   b. the persuasive approach; and

   c. the participative approach.

4. **Teaching Points**:

TP	Description	Method	Time	Refs
TP1	Perform in a skit to portray the directive influence behaviour.	In-Class Activity	5 min	A0-047 A0-048
TP2	Perform in a skit to portray the persuasive influence behaviour.	In-Class Activity	5 min	A0-047 A0-048
TP3	Perform in a skit to portray the participative influence behaviour.	In-Class Activity	5 min	A0-047 A0-048
TP4	Discuss situations in which cadets may employ the various influence behaviours in peer group settings, to include: a. at cadets; and b. at school, etc.	Group Discussion	10 min	C0-113 (pp. 88 to 91 and 164) C0-115

5. **Time**:

   a. Introduction / Conclusion: 5 min

   b. In-Class Activity: 15 min

   c. Group Discussion: 10 min

   d. Total: 30 min

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6. **Substantiation**:

   a. An in-class activity was chosen for TP1 to TP3 as an interactive way to provoke thought and stimulate interest among cadets.

   b. A group discussion was chosen for TP4 as it allows the cadets to interact with their peers and share their knowledge, experiences, opinions, and feelings about influence behaviours.

7. **References**:

   a. A0-047 A-PA-005-000/AP-004 DND. (2005). *Leadership in the Canadian Forces: Conceptual foundations*. Ottawa, ON: Department of National Defence.

   b. A0-048 A-PA-005-000/AP-003 DND. (2005). *Leadership in the Canadian Forces: Doctrine*. Ottawa, ON: Department of National Defence.

   c. C0-113 (ISBN 1-882664-12-4) Karnes, F. A. & Bean, S. M. (1995). *Leadership for students: A practical guide for ages 8-18*. Waco, Texas: Prufrock Press.

   d. C0-115 (ISBN 0-7879-4059) Van Linden, J.A. & Fertman, C.I. (1998). *Youth Leadership*. San Francisco, California: Jossey-Bass Inc.

8. **Training Aids**: Presentation aids (eg, whiteboard/flipchart/OHP) appropriate for the classroom/training area.

9. **Learning Aids**: Skits found at A-CR-CCP-702/PF-001, Chapter 3, Annexes B, C and D.

10. **Test Details**: N/A.

11. **Remarks**: N/A.

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