
Module 5.1 Influence and Honesty**Learning Outcome**

5.1 Upon completion of this block of instruction, the student will be able to identify and understand the importance of influence and honesty with the ability to apply the appropriate techniques to a given situation, both on and off duty, when dealing with junior, peers or senior personnel as it relates to the Chief Petty Officers Creed.

Objectives

5.1a Define and discuss influence and honesty as they relate to the CPO Creed.

5.1b Analyze and discuss the types of influence and how it relates to Chief Petty Officers leading and mentoring junior, peers, and senior personnel.

5.1c Analyze and discuss how honesty affects an individual's ability to influence others and how it relates to Chief Petty Officers leading and mentoring junior, peers, and senior personnel.

5.1d Discuss how influence and honesty impact the command, the mission, and the Navy and how they relate to the Chief Petty Officers.

Student Preparation Material**A. Student Support Material**

1. Syllabus 5.1.

B. Reference Publications

1. Laying the Keel, May 2019
2. Navy Leader Development Framework, Version 3.0 May 2019.
3. Give and Take: Why Helping Others Drives Our Success, Grant, A. Penguin Books.
4. Simple Psychology.
<https://simplypsychology.org/social->

C. Instructional Materials Required

1. Personalized lesson plan
2. Slideshow
 - a. Slides 5.1-1 through 5.1-15
3. Practical Exercises

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a. PE1

4. Support Equipment

- a. VAP or SMART Board and Butcher Paper
- b. Markers

D. Seminar Room Preparation

1. Write your name, lesson number, and lesson module title on the marker board.
2. Check all audio/visual equipment (as applicable) to ensure it is present and in working order.

E. Suggested Timelines

1. 60-90 minutes

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Discussion Point

Related Instructor Activity

I. Introduction**Display Slide 5.1-1**

A. Attention

A. Introduce yourself and the lesson module.

1. Establish contact

1. Discuss the purpose of the lesson.

2. Lesson Objectives

B. Provide a motivating statement on the importance of the subject matter.

B. Motivation: Used to heighten awareness of the lesson module and increase the student's interest.

Display Slide 5.1-2 (Objectives)

C. Overview

Display Slide 5.1-3 (Overview)

1. CPO Profile Video.

2. CPO Creed.

3. Types of Influence and Honesty.

4. Discuss the importance of influence and honesty as they relate to Chief Petty Officers.

5. Practical Exercise

6. Naval History Timeline.

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Discussion Point

Related Instructor Activity

II. Presentation**Display Slide 5.1-4**

- Play CPO Profile Video.

A. CPO Creed section five (5).**Display Slide 5.1-5**

Note: Let the students read the excerpt from the CPO Creed

- STATE: Pay close attention to the part where it says “It is required of you to be the fountain of wisdom, the ambassador of goodwill, the authority in personal relations...”
- ASK: What does it mean to be the “fountain of wisdom?” What is being asked of you here?
- ASK: What does it mean to be an “ambassador of goodwill?” What does that require of you?
- ASK: What does it mean to be “the authority in good relations? How does one achieve that authority role?
- ASK: How is a leader’s ability to influence Sailors, individually and as a Chiefs Mess, affected by our perception of honesty?
- ASK: How do influence and honesty affect good

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Related Instructor Activity

order and discipline? Can they affect mission accomplishment?

B. Types of influence**Display Slide 5.1-6**

- EXPLAIN: A leader can influence others in a variety of ways. At times, even when you try to influence positively, the result might be a negative one. That is why we must understand the many different types of influence.

Note: Ask for volunteers to read each definition.

Display Slide 5.1-7

- ASK: Out of the five definitions presented on this slide, which one do you think is the most prevalent in your experience? Can you give an example?
- ASK: What types of influence do you want to utilize?

Display Slide 5.1-8

- ASK: Once again, out of these five definitions, which one do you think is the most prevalent, based off your experience?
- ASK: Is it wise to learn to use different types based on the various situations Chiefs encounter?

C. Types of influence definitions

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Discussion Point

Related Instructor Activity

D. Honesty/Honest definition**Display Slide 5.1-9**

- ASK: Does honesty affect good order and discipline? If so, how?
- ASK: Does honesty affect one's ability to influence others? How?

Note: call on someone to read the section of the Creed located at the bottom of the slide.

- ASK: Do we have Chiefs who have abused this meaning of the CPO Creed? Can someone give an example?

E. Importance of Honesty**Display Slide 5.1-10**

- ASK: Why is honesty so important?
- ASK: What happens when honesty falls short?

Note: Provide the class with an example from your experience in which someone in a leadership role fell short of being honest. Describe the effect it had. Then, ask for a volunteer to share his or her experience.

F. Command, Mission, and Navy Impact**Display Slide 5.1-11**

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Discussion Point

Related Instructor Activity

- ASK: How does one's ability to influence Sailors affect the command, the mission and the Navy as a whole?
- ASK: What is the result if the entire CPO Mess is not working together to maintain actual and perceived honesty?
- ASK: What are the most effective types of influence you have seen throughout your career?
- ASK: How would you influence up and down the chain of command?
- ASK: How does the lapse in honesty in the Chiefs Mess affect the survivability of the Mess?
- ASK: In terms of influence, what do you need to work on to support the Chiefs Mess, the command, the mission and the Navy?

G. Activity**Display Slide 5.1-12**

- **Practical Exercise**
- STATE: For this exercise, you will need your Charge Book.
- DIRECTIONS: In your Charge Book, write a one-paragraph pledge to yourself. Describe in detail your aspirations as a leader.

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Related Instructor Activity

Apply some of the elements of Influence and Honesty you learned today in your written oath. Sign it and keep it with you wherever you go as a reminder of what you promised to uphold.

H. Naval History Timeline Links

[Cuban Missile Crises](#)

[Gulf of Tonkin](#)

[Vietnam War](#)

[USS *Kitty Hawk* \(Z-Gram #66\)](#)

Display Slides 5.1-13 and 14**I. Summary****Display Slide 5.1-15**

- Recap the main points from the presentation.
- ASK: Has this module changed your perspective on influence and honesty? If so, how?