#### MIS 34165 13566

#### **DYNAMICS OF LEADERSHIP**

#### SPRING 2010 KENT MAIN CAMPUS



### **LEARNING IN LIVE FIRE!**

MONDAY 6:15 PM - 8:55 PM BSA 208

Professor Jim Williams 330 493-7592

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#### **DYNAMICS OF LEADERSHIP**

# "If you tell me, I will listen. If you show me, I will see. But if you let me experience, I will learn."

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#### COURSE OBJECTIVES

Upon completion of the course, the student should be able to:

- Understand the field of organizational behavior and its challenges
- **Describe** the evolution of management
- Learn the power of Situation Leadership to effectiveness
- Understand motivation as a vital component of organizational growth
- Learn the difference between leadership and managing
- Describe Goal setting as a SMART model
- Describe the power of Mission, Vision, & Strategy
- Discuss the five types of power in an organization
- Describe the role of training, education & communication in organizations
- Describe effective change process instruments and impact
- Create a desire to step into a leadership role in each student

#### COURSE DESCRIPTION

Strategic and Tactical; two very different yet very connected elements of a business enterprise that will be at the forefront of our time together in seeking to bring the light of clarity of their importance. As we begin the journey in 2010, the currents of traditional philosophies are more confusing with each passing day. I would never have imagined that there would be scholarly debate about transcending from a Free Market economic system toward a Big Government Socialism economic system. As I have prepared my mind for our time together and realizing the core purpose of this course, Dynamics of Leadership, it has become blatantly apparent that we should build this journey around the two divergent poles of a Free Market versus a Centrally Planned Economy. So Adam Smith and Karl Marx become the paternal source of the DNA over three hundred years ago that has shifted us, grown us, enriched us, provided immeasurable wealth for us, created a cavern of Big Government and Entitlement programming on a scale Roosevelt could not have imagined. So it is the best of times and the worst of times in which we live it seems!

As the name of the Course projects, we must for we should truly drill in the furrows of this thing called BUSINESS from the spinal column of Policy and the skeletal system of Strategy as you move to a point in your life to decide a direction for that career. Business in a Free Market is remarkably different than a business in a CPE, Centrally Planned Economy. Mind you, there will be those that might wish to turn this position for this course into a political or ideological forum to attack but alas, that will not happen. It is my intention to put the facts before you and you to the rest of us in a way that clears the way for you, the individual, to decide what is best for you, for society and for our world which is your world you are building for your children and grandchildren. Strategic management is vital for envisioning a business threshold carries with it energy to push an organization even through the tough times as no doubt we can all attest to witnessing daily.

Dynamics of Leadership, the course, is developed on the premise that students are challenged to think critically about the material at hand and their own attitudes about the learning. Refining the tools you will be developing and employing throughout your careers is a core learning process of the adventure. The prevailing theme of the course is <u>leadership and change</u> and the demands it places on people and organizations to grow and adjust while maintaining well being in an environment of constant and rapid change. The fundamental basis of the Course is that there is no Business until there is a successful negotiation of price for a good or service transaction. The syllabus concept is tethered to that transaction as a commercial venture that is dissected into its component elements which are then threshed out in a host of experiences during the semester.

#### **CLASS TEAMS**

COO

Professor Williams

#### CHIEF EXECUTIVE OFFICER OPERATIONS DIRECTORS

Team Leaders

ALFA
 BRAVO
 CHARLIE
 DELTA
 ECHO
 Stephanie Gibson

**FOXTROT** Zach New **GOLF Brent Hilliard HOTEL** Jordan Starcher INDIA Raymond Dipre JULIETTE **Brad Enlow KILO Brittaney Tirreno** LIMA Ali Kennedy MIKE Andrew Plaso NOVEMBER Stephani Long OSCAR Alan Donovan PAPA Mike Majeski

### THE BLOCKS OF WORK

### EXAMINATIONS WORD DOCUMENT

There will be <u>TWO\_discussion-type examinations</u>; a mid-term and a final exam... This will be a TEAM project. The teams can use any reference materials they wish to support the answers but all sources will be documented and properly credited. The fundamental of my testing is to see clearly that you **UNDERSTAND** the question thus why I will never use multiple-choice standardized testing materials. The business world does not question things expecting an answer of A, B, C, D, etc. The examination will be emailed to each student one week prior to the due date for the examination turn in. The exam will be turned in hard copy. Effective writing skills are a vital component of our journey so I expect your work to be professionally submitted in spelling, grammar, sentence structure and referencing any sources you might choose to utilize. Criteria for examinations and research papers are found in the JIM WILLIAMS' PHILOSOPHY OF TEACHING file you will receive. The examination is to be turned in on the scheduled class indicated in the syllabus. If not turned in the test score will be reduced by ten points for each late class period leading up to the actual submission.

### BUILDING THE BUSINESS PLAN POWERPOINT

Business planning is vital to business success. I view this academic journey as a business and thus investment of capital for future returns must yield an ROI or a return on investment. People that yearn to work in a vacuum or carry their own load in a silo will, frankly, struggle this entire semester. A business plan can have many elements but each of the teams will develop its own team business plan to incorporate the following elements:

- Basic assumptions upon which the plan is built
- Team logo / Mission, Vision and Strategies to accomplish the work
- A scorecard that provides transparency on key performance indicators -- KPI
- Attendance accountability policy and metric
- Work completion process / accountability system
- Involvement of ALL team members
- SWOT the process at the beginning and at the end of the journey
- Lessons learned from the journey
- Opportunities for Improvement

The team will develop a <u>State of the Business</u> summary as a PowerPoint presentation that will be presented within the first two weeks of the semester and a final wrap up business plan at the end of the semester covering the components status outlined above for the business plan will be submitted.

#### **BOOK PROJECTS**

Each member of the class will be assigned two books that will be read, research and reported on as a team-based project. Half the class will be assigned THE SELLING OF THE AMERICAN ECONOMY and the other half will be assigned the award winning boo, THE ONCE AND FUTURE UNION. The second book will be assigned based on the team assignment of the student. Shown below is the process to be followed with the assigned books:

# BOOK PROJECT- 1A PRESENTATION & PAPER THE SELLING OF THE AMERICAN ECONOMY ALFA - CHARLIE - ECHO - GOLF - INDIA - KILO - MIKE - OSCAR

The key message of the book will set the centerpiece for our educational journey this semester as the author expands on some American "taboos" showing vividly the rapid transcendence of our economy into a whole new and much misunderstood global economy. The assigned teams will develop a class PowerPoint presentation covering the following as well as a SWOT analysis and a comprehensive list of lessons learned from the book:

- Profile the author / The Selling of the American Economy
- The Invisible Worker / A View from the Top & The New Face of the US Economy
- Foreign Capital & The Mercedes State of Alabama story
- Not in my Backyard & The Honda-Marysville, OH Story
- Not in Washington's Backyard, Either
- Foreign, Owners, American Management
- The Welcome Mat / The Race Between the States

## BOOK PROJECT – 1B PRESENTATION & PAPER THE ONCE AND FUTURE UNION

BRAVO - DELTA - FOXTROT - HOTEL - JULIETTE - LIMA - NOV - PAPA

#### **AUTOPSY OF A RUBBER WORKER UNION**

The death of the United Rubber Workers of America union is a metaphor for the reality of the industrial landscape in the 21<sup>st</sup> century. It is an amazing story and a fantastic learning journey the provides deep insight to what decision makers are facing in the head winds of a weakened global economy, global over production capacity in many commodities and a globalized environment struggling with recessionary times.

The assigned teams will secure a copy of the award winning book, <u>The Once and Future Union</u>. The assigned teams will, as a cohesive team, develop a Word file book summary of ten pages single-spaced and margins justified AND a PowerPoint presentation covering the following:

- roadmap about the history of the URW that had its birth and its death
- The Big 5 will be profiled as well as the Akron-linkage
- The global trade winds that led to the demise and consolidation of the four of the Big 5

- What Goodyear has done to remain the only remaining of the Big 5
- Key players in the URW journey
- The Goldsmith 1986 hostile takeover attempt i
- Portray the rapid deterioration of the URW membership
- Major quality issues that exacerbated the demise
- SWOT
- Lessons Learned

### TEAM SPECIFIC BOOK PROJECT - 2 PRESENTATION & PAPER

Each team will additionally be assigned one of the following books to read:

The Goal by Eliyahu M. Goldratt

Nine Shift by William Draves & Julie Coates

The End of Detroit by Micheline Maynard

The Wal-Mart Way by Don Soderquist

• 1984 by George Orwell

Animal Farm by George Orwell

• How Capitalism Will Save Us by Steve Forbes

ALFA / HOTEL / OSCAR

BRAVO/INDIA

CHARLIE / JULIETTE / PAPA

DELTA / KILO ECHO / LIM

FOXTROT / MIKE

**GOLF / NOVEMBER** 

The class will develop a 5-7 page paper and a PowerPoint presentation covering the following:

- Profile the author
- Outline the global context of the book
- Key transitioning points of the global economy
- Drivers to the change we are witnessing
- SWOT the book and Lessons Learned
- Would you recommend this book to others and why / why not?

### RESEARCH PAPER / PRESENTATION POWERPOINT & WORD DOCUMENT

There will be TWO research topics for each team as shown in the Roadmap on the class when scheduled for presentation. Writing skills as well as effective presentation delivery skills are vital in today's global commercial world. Therefore, a team-based research project / paper / presentation are assigned. The paper will be approximately 5-7 pages in length, double spaced with a font of Arial 12 with margins justified. The presentation will be a maximum of 5 PowerPoint charts. The topics are to be developed and presented are shown on the scheduled class.

### WHITE PAPERS POWERPOINT PRESENTATION

A White Paper Word File will be emailed to each student. Each team is assigned a White Paper as indicated below. The team will read and research the WP and develop a 5 chart PowerPoint presentation covering the thesis of the WP, a brief profile of the author and the economic and leadership implication of the writing. The assignments are:

It is a Flat World After AllThat Deficit Problem

The 21<sup>st</sup> Century Global Economy
The Real Key to Development

The Dollar and the Market Mess

ALFA / JULIETTE BRAVO / KILO

CHARLIE / LIMA

DELTA / MIKE

ECHO / NOVEMBER

DYNAMICS OF LEADERSHIP SPRING - 2010

PROFESSOR JIM WILLIAMS

KENT MAIN CAMPUS BSA 208 MON 6:15 PM - 8:55 PM

1:58 PM 12/23/2009

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- The Krugman Recipe for Depression
- Protectionism Doesn't Pay
- The End of the Affair

FOXTROT / OSCAR GOLF / PAPA HOTEL / INDIA

#### TRANSFORMATIONAL LEADERSHIP

#### **POWERPOINT**

Two teams will be paired to develop a PowerPoint presentation that profiles their two Transformational leaders using Burn's Transformational Leaders model: <a href="http://psychology.about.com/od/leadership/a/transformational.htm">http://psychology.about.com/od/leadership/a/transformational.htm</a>. The capability each leader brought to the historical issue in which they were transformational is to be examined and profiled.

#### **NEGATIVE**

#### Jim Jones & Jonestown Saddam Hussein & the Kurds

Adolph Hitler & Auschwitz

David Koresh & Waco

Stalin & Bolshevik Revolution

Benito Mussolini & Ethiopia

• Ulysses S. Grant & Vicksburg

• Ahmadinejad & the Holocaust

#### **POSITIVE**

Paul "Bear" Bryant & Alabama Football
John Wooden Culture of Winning
Woody Hayes & SLM
Pres Eisenhower & Interstates
Paul Volcker & Serpent of Inflation
Vince Lombardi & WINNING
Charlemagne & US law
Martin Luther King & Peaceful Change

ALFA / PAPA
BRAVO / OSCAR
CHARLIE / NOV
DELTA / MIKE
ECHO / LIMA
FOXTROT / KILO
GOLF / JULIETTE
HOTEL / INDIA

#### HOT TOPIC

Each class a HOT TOPIC will be selected that is currently working through the communication systems of our global village. A set of teams will be assigned a web link video to view and research. The consolidate teams will present to the class a PowerPoint presentation capturing the overview of the video, the global context and issues addressed by the video and the key characters and their roles. The teams will lead the class in a discussion on the video topic to assess the Leadership and thus Decision making issues that exist. This will be open discussion to facilitate stating of opinions but based on facts.

The assigned teams will develop a five page research paper in addition to the presentation. The topics will be:

- OBAMA'S WAR
- SICK AROUND THE WORLD
- THE WARNING
- THE CARD GAME
- TEN TRILLION AND COUNTING
- MEETING OF THE MINDS REBUILDING AMERICA

ALL

#### PERSONAL JOURNALING

Journaling is a process, a management process that instills and internalizes key points and lessons learned from an experience witnessed. There is no knowledge until it is recorded so journaling is the physical manifestation of knowledge for wisdom is unattainable in the void of knowledge. At the end of each class period we will share together, each student will be allocated time to record in a personal journal responses to the following points:

- 1. What lessons did I learn today that I can explain to someone that did not experience it
- 2. If you had to teach what was learned today, what three key teaching points would you focus on
- 3. What would you have changed about today to have made your learning richer
- 4. If you could tell Professor Williams anything to make the day better, what would it be
- 5. Name three people you will engage in the next 24 hours on the points we learned today

#### **REQUIRED BOOKS**

- The Selling of the American Economy by Micheline Maynard ISBN 978-0-385-52052-2
- The Once and Future Union by Bruce Meyer ISBN 188483684
- The Goal by Eliyahu M. Goldratt ISBN 9780884271789
- Nine Shift by William Draves & Julie Coates ISBN 1 57722 030 7 www.lern.org
- The End of Detroit by Micheline Maynard ISBN-10: 0385507690
- The Wal-Mart Way by Don Soderquist ISBN-10: 0785261192
- 1984 by George Orwell ISBN 9780821809334
- Animal Farm by George Orwell ISBN ISBN-10: 0451526341
- How Capitalism Will Save Us by Steve Forbes ISBN: 9780307463098

#### **GRADING SCALE**

Grade	Percentage
Α	100-95
A-	94-90
B+	89-86
В	85-83
B-	82-80
C+	79-76
С	75-73
C-	72-70
D+	69-65
D	64-60
F	59-0

#### **GRADE POINT BREAKDOWN**

•	Midterm Exam	1,500 points
•	Final Exam	1,500 points
•	Transformational Leadership	1,000 points
•	Hot Topic video / research paper / presentation	1,000 points
•	Research paper / presentation	1,000 points
•	White Paper presentation	1,000 points
•	Team Business plan presentation	500 points
•	Book Project 1	1,000 points
•	Book Project 2	1,000 points
•	Book Project 3	1,000 points
•	URW autopsy project	1,500 points
•	Team member involvement / commitment	1,000 points
•	Personal journal	500 points

TOTAL

12,500 points

### CLASS ROADMAP

#### **CLASS 1 MON JAN 25**

- Introductions
- Plato's Cave and seeking the new reality for leaders
- GDP = C + I + G + (X-M)
- Behavior & Productivity
- Definition of leadership
- Class expectations and team based work

#### CLASS 2 MON FEB 1

- Leading in a service industry through people
- Syllabus blocks of work review / clarification / finalization
- Team Business Plan presentations

#### THE AMERICAN INDUSTRIAL REVOLUTION

- Economic overview of King Cotton in the 19<sup>th</sup> century
- Profile the European Industrial Revolution
- Describe slavery as an economic matter in the 19<sup>th</sup> century
- The Gettysburg Address's global implication
- The Battle of Antietam as a global tectonic shift

ALFA / BRAVO **BRAVO / CHARLIE** CHARLIE / DELTA ECHO / FOXTROT

Ray Hexamer

**GOLF** 

#### **CLASS 3 MON FEB 8**

#### **HOT TOPIC** ALFA / JULIETTE

http://www.pbs.org/wgbh/pages/frontline/obamaswar/?utm\_campaign=homepage&utm\_medium=bigimage&utm\_source=bi gimage

- Situational Leadership Model ... the roadmap for the journey
- Maslow's Hierarchy of Needs and Leadership
- Stages of team development and team leadership
- Herby and CVP

#### **CLASS 4 MON FEB 15**

- Human Resource challenges for Leaders
- The Global perspective of Maslow Team discussion

12/23/2009

Brian Christman

#### TRANSFORMATIONAL CHANGE AGENTS

#### **NEGATIVE**

#### Jim Jones & Jonestown

- Saddam Hussein & the Kurds
- Adolph Hitler & Auschwitz
- David Koresh & Waco
- Stalin & Bolshevik Revolution
- Benito Mussolini & Ethiopia
- Ulysses S. Grant & Vicksburg
- Ahmadinejad & the Holocaust

#### **POSITIVE**

Paul "Bear" Bryant & Alabama Football

John Wooden Culture of Winning

Woody Hayes & SLM

Pres Eisenhower & Interstates

Paul Volcker & Serpent of Inflation

Vince Lombardi & WINNING Charlemagne & US law

Martin Luther King & Peaceful Change HOTEL / INDIA

ALFA / PAPA

BRAVO / OSCAR

CHARLIE / NOV

DELTA / MIKE

ECHO / LIMA

FOXTROT / KILO

GOLF / JULIETTE

## CLASS 5 MON FEB 22 BOOK PROJECT – 1A THE SELLING OF THE AMERICAN ECONOMY

- Profile the author / The Selling of the American Economy
- The Invisible Worker / A View from the Top & The New Face of the US Economy
- Foreign Capital & The Mercedes State of Alabama story
- Not in my Backyard & The Honda-Marysville, OH Story
- · Not in Washington's Backyard, Either
- Foreign, Owners, American Management
- The Welcome Mat / The Race Between the States

#### **CLASS 6 MON MAR 1**

Steve Perry

### • HOT TOPIC NATIONAL DEBT ECHO / HOTEL TEN TRILLION AND COUNTING

http://www.pbs.org/wgbh/pages/frontline/tentrillion/view/?utm\_campaign=homepage&utm\_medium=top5&utm\_source=top

<u>5</u>

#### **RESEARCH PAPER / PRESENTATION**

European Industrial Revolution and the American Civil War
 Economics, geography & history of Ohio & Erie Canal for America
 Economics and politics of King Cotton in the US Civil War
 The Panama Canal and its global shipping impact
 OPEC as a strategic cartel

ALFA
BRAVO
CHARLIE
DELTA
ECHO

#### **CLASS 7 MON MAR 8**

The Ethical Side of Governance

Rep Todd Snitchler

#### **BOOK PROJECT - 3**

The Goal by Eliyahu M. Goldratt

Nine Shift by William Draves & Julie Coates

The End of Detroit by Micheline Maynard

The Wal-Mart Way by Don Soderquist

1984 by George Orwell

Animal Farm by George Orwell

How Capitalism Will Save Us by Steve Forbes

ALFA / HOTEL / OSCAR

BRAVO/INDIA

CHARLIE / JULIETTE / PAPA

DELTA / KILO ECHO / LIM FOXTROT / MIKE

**GOLF / NOVEMBER** 

#### CLASS 8 MON MAR 15

#### HOT TOPIC THE CARD GAME DELTA / FOXTROT

http://www.pbs.org/wgbh/pages/frontline/creditcards/?utm\_campaign=homepage&utm\_medium=bigimage&utm\_source=bigimage

#### Continuous Improvement & Customer Service in real time

Managing Customer Service at Chick-Fil-A
 Managing Customer Service at Cracker Barrel
 Doug Pugh
 Jon Casey

#### **RESEARCH PAPER / PRESENTATION**

Economics of the Public Law 77-11 & countries receiving
 Entitlement defined & % of US GDP quantified and implication going forward
 Define reverse lend-lease
 Role of Gen George C. Marshall and Lend-Lease
 The Lilly Ledbetter Case profile and implication
 FOXTROT
 GOLF
 HOTEL
 INDIA
 JULIETTE

#### **CLASS 9 MON MAR 22**

Communications as a strategic reality
 Sue Grabowski

TURN IN MID TERM EXAM

#### **RESEARCH PAPER / PRESENTATION**

American Industrial Revolution and the rise of unionism and their founding fathers
 The Toyota Production System root structure and DNA today
 "The Oprah Effect" defined, quantified and strategic management implication
 The Berlin Airlift strategy, economics, impact, logistics
 The Tet Offensive 1968 as a military disaster but a PR victory for the NVAd
 Reagan firing of the Air Traffic Controller profile and evolutionary impact today

#### <u>SPRING BREAK 29 MAR – 2 APR 2010</u>

#### **CLASS 10 MON APR 5**

The Kent State Challenge

Healthcare in the 21<sup>st</sup> Century

Dean Yank Heisler Ed Roth – CEO

• HOT TOPIC SICK AROUND THE WORLD BRAVO/INDIA

http://www.pbs.org/wgbh/pages/frontline/sickaroundtheworld/?utm\_campaign=homepage&utm\_medium=bigimage&utm\_s ource=bigimage

#### THE SPORT OF REDNECKS

• Economic impact of Dale Earnhardt death / legacy

Corporate overview of NASCAR and the current Bill France

The economics & marketing of NASCAR

NASCAR and Goodyear linked at the hip

Role and process of a pit crew

HOTEL / PAPA INDIA / OSCAR

JULIETTE / NOVEMBER

KILO / MIKE

LIMA

#### **CLASS 11 MON APR 12**

Transformational leadership at A Schulman

Gary Miller

#### HOT TOPIC REBUILDING AMERICA - ALL

#### **MEETING OF THE MINDS - REBUILDING AMERICA**

http://www.cnbc.com/id/30582844

Green jobs ALFA / PAPA Solving America's Manufacturing Crisis BRAVO / OSCAR

Rebuilding America CHARLIE / NOVEMBER

Keeping Jobs in America **DELTA / MIKE** Ford Motor Company ECHO / LIMA Getting Back on Track FOXTROT / KILO NUCOR's DiMicco / Sec of Labor role GOLF / JULLIETTE

America's Industrial Base / Leo Gerard & Wilbur Ross HOTEL / INDIA

#### **CLASS 12 MON APR 19**

#### **COLLECTIVE BARGAINING AND COMPETITIVENESS HOT TOPIC**

Unions in the 21st century Chris Ricker

#### COLLECTIVE BARGAINING EVOLUTION

Trade guilds in Europe and the European Industrial Revolution ALFA / PAPA The Wagner Act 1935 & Taft-Hartley Act 1948 BRAVO/OSCAR

Teamsters Union and Jimmy Hoffa and his legacy CHARLIE / NOVEMBER

United Auto Workers and Ron Gettelfinger in a changing world DELTA / MIKE National Labor Relations Board history and evolution ECHO / LIMA

Describe a union organizing campaign process FOXTROT / KILO

Employee Free Choice Act overview GOLF / JULIETTE AFL-CIO profile / history HOTEL / INDIA

#### **CLASS 13 MON APR 26**

Course evaluations

The Goodyear Tire & Rubber Company as a Global Company

Goodyear Global Quality Policy

Don Stanley Goodyear Lean / 6 Sigma as a business strategy Dave Woodyard

#### LET'S SKIT-LEARN

Mutiny on the Bounty Case Study of Leadership ALFA / BRAVO http://www.motivation-tools.com/workplace/bounty\_mutiny.htm

Transactional Analysis as a human reality and leadership challenge CHARLIE / DELTA

Theory of Constraints http://www.goldratt.com/toctpwhitepaper.pdf KILO / LIMA

Becoming an Eagle Scout -- http://www.troop97.net/bsaeagle.htm ECHO / FOXTROT / MIKE

### CLASS 14 MON MAY 3 BOOK PROJECT – 1B

#### **AUTOPSY OF A RUBBER WORKER UNION**

- · roadmap about the history of the URW that had its birth and its death
- The Big 5 will be profiled as well as the Akron-linkage
- The global trade winds that led to the demise and consolidation of the four of the Big 5
- What Goodyear has done to remain the only remaining of the Big 5
- Key players in the URW journey
- The Goldsmith 1986 hostile takeover attempt i
- Portray the rapid deterioration of the URW membership
- Major quality issues that exacerbated the demise
- SWOT
- Lessons Learned

#### **LET'S SKIT-LEARN**

- Transformational Leadership Don Corleone as the Godfather
- eone as the Godfather GOLF / HOTEL
- http://leadership.au.af.mil/documents/homrig.htm
- The Power of Pavlov's Doggie for Leadership today Beavis & Butthead INDIA / JULIETTE
- Situational Leadership LeBron James & Mike Brown

PAPA / OSCAR / NOV

### CLASS 15 MON MAY 10 FINAL EXAMINATION

- Turn in Final examination / personal journals / Team Evaluations / Business plans
- SWOT the course / Lessons learned

#### WHITE PAPERS

- It is a Flat World After All
- That Deficit Problem
- The 21<sup>st</sup> Century Global Economy
- The Real Key to Development
- The Dollar and the Market Mess
- The Krugman Recipe for Depression
- Protectionism Doesn't Pay
- The End of the Affair

ALFA / JULIETTE BRAVO / KILO CHARLIE / LIMA DELTA / MIKE

ECHO / NOVEMBER

FOXTROT / OSCAR GOLF / PAPA

HOTEL / INDIA