

The 5 Skills in Action



Through Girl Scouting, girls become leaders in their daily lives and prepare for their bright futures too! The Girl Scout Cookie Program provides an important ingredient for leadership by helping girls develop five key skills: **Goal Setting, Decision Making, Money Management, People Skills and Business Ethics.** Here are some examples of what the 5 Skills can do for your Girl Scout. Keep them handy to remind yourself why the Girl Scout Cookie Program matters and how you can encourage your Girl Scout to develop into a leader!

GOAL SETTING: Because your Girl Scout sets cookie sales goals and develops a plan to reach them...

- She won't tell you on Sunday night that her science fair project is due tomorrow.
- When the time comes, she'll be ready to create a well-thought-out plan for researching colleges and applying for scholarships.

What important goals do you want your Girl Scout to set for herself, now and in the future?

DECISION MAKING: Because your Girl Scout helps decide how her team will spend their cookie money...

- She can decide how to use her babysitting money – spend some, save some, give some to those in need.
- As she grows up, she'll know when and how to give back to her community.

What important decisions do you want your Girl Scout to be prepared to make, now and in the future?

MONEY MANAGEMENT: Because your Girl Scout takes cookie orders and handles customers' money...

- She'll be less likely to lose her lunch money or field trip fees.
- She can handle a checking account, help with the grocery shopping and even stay on top of her cell phone bill!

What's the most important thing you'd like your Girl Scout to learn about earning and managing money?

PEOPLE SKILLS: Because your Girl Scout learns how to talk and listen to all kinds of people while selling cookies...

- She can ask a teacher for help or navigate the school cafeteria more easily.
- She can work well with others on school projects or as part of a sports team.

How do you want your Girl Scout to influence others?

.....

.....

BUSINESS ETHICS: Because your Girl Scout is honest and responsible at every step of the cookie sale...

- Her friends, classmates and teachers count on her and think of her as trustworthy.
- She'll develop excellent references for when she looks for her first job or applies for college.

What do you hope your Girl Scout is honest with you about?

.....

.....

And let's not forget:

With the Girl Scout Cookie Program behind her, your Girl Scout....

...will learn the importance of earning money to support herself.

...will bring the values of honesty and responsibility to her chosen career.

...will have the skills to run her own business – and persuade an investor to back her.

...will be able to influence others in her work and in her community.

And she'll know how to use her talents and her resources to make the world a better place – today and for the rest of her life!

For more information about the leadership development benefits Girl Scouting gives girls, visit <http://www.girlscouts.org/gsle> and learn more about the Girl Scout Leadership Experience.

The 5 Skills – Shaping Your Girl's Future



| |
|------------------|
| GOAL SETTING |
| DECISION MAKING |
| MONEY MANAGEMENT |
| PEOPLE SKILLS |
| BUSINESS ETHICS |

Why do they matter?

Because when your Girl Scout has learned these skills, she'll be poised for success in her career. Think about it:

When employers interview job candidates, they all look for the same things. This is true whether the employer is a bank, high-tech company, university, hospital, publishing house, car dealership, accounting firm - or even the local pet store! They want:

Someone who can set goals and meet deadlines.

Blowing a deadline can mean blowing a deal!

Someone who works well with others.

Who wants to deal with strife and complaining in the workplace? Not the boss!

Someone who understands customers.

It doesn't matter whether the "customers" are hospital patients, TV viewers, or other companies—every business has to know its customers and what they want.

Someone who can influence others.

This doesn't just mean selling a product. Employers want people who can sell ideas, pitch projects and convince other employees to help out. OR sell ideas, pitch projects and make deals.

Someone who is honest, trustworthy and reliable.

Kind of goes without saying—or it should!

Sound like anyone you know?

That's your Girl Scout, using the 5 Skills she learned in the Girl Scout Cookie Program.

The 5 Skills and Girl Scout Leadership Outcomes

The 15 Outcomes of the Girl Scout Leadership Experience

Discover

- 1 Girls develop a strong sense of self
- 2 Girls develop positive values
- 3 Girls gain practical life skills
- 4 Girls seek challenges in the world
- 5 Girls develop critical thinking

Connect

- 1 Girls develop healthy relationships
- 2 Girls promote cooperation and team building
- 3 Girls can resolve conflicts
- 4 Girls advance diversity in a multicultural world
- 5 Girls feel connected to their communities, locally and globally

Take Action

- 1 Girls can identify community needs
- 2 Girls are resourceful problem solvers
- 3 Girls advocate for themselves and others, locally and globally
- 4 Girls educate and inspire others to act
- 5 Girls feel empowered to make a difference in the world

Everything girls do in Girl Scouting is designed to help them grow into leaders of **Courage**, **Confidence**, and **Character**. The 5 Skills girls learn through the Girl Scout Cookie Program are an important ingredient in the Girl Scout Leadership Experience.

Here are a few examples of how participating in the Cookie Program teaches Girl Scouts skills that will help them grow into leaders in their own lives, leaders in business and leaders in the world:

The 5 Skills

Leadership Benefits in Girl Scouting & Beyond

GOAL SETTING: Your Girl Scout sets cookie sales goals individually and with her team, creates a plan to reach them, and develops **Cooperation** and **Team Building** skills all along the way!

DECISION MAKING: Your Girl Scout helps decide how her team will spend their cookie money, furthering her **Critical Thinking** and **Problem Solving** skills that will help her in many aspects of her life.

MONEY MANAGEMENT: Your Girl Scout takes cookie orders, handles customers' money and gains valuable and **Practical Life Skills** around financial literacy.

PEOPLE SKILLS: Your Girl Scout learns how to talk to, listen to and work with all kinds of people while selling cookies. These experiences help her develop **Healthy Relationship** and **Conflict Resolution** skills she can use throughout her life.

BUSINESS ETHICS: Your Girl Scout is honest and responsible at every step of the cookie sale. Her business ethics here reinforce the **Positive Values** she is developing as a Girl Scout.

To learn more about the Girl Scout Leadership Experience, visit www.girlscouts.org/gsle