

## EFFECT OF PRESENTATION SKILL ON MACHIAVELLIANISM AMONG SCHOOL ADMINISTRATORS

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### Abstract

India has become a favorite destination for Education globally. Schools face a lot of pressure in trying to be in par with the standards of these countries. This encumbrance falls on the shoulders of the School administrators. They have to correlate with the teaching faculty, non-teaching staff, parents and teachers in order to operate in the direction of the better functioning of the school. Objectives of the study are: To find out the significant difference between men and women , school administrators in their presentation skill and machiavellianism. To find out the significant difference in school administrator in presentation skill and machiavellianism with respect to the type of school and also the correlation between skill and Machiavellianism. Hypotheses are formulated on the basis of framed objectives. Survey method was followed in this study to collect data with 42 school administrators. Result shows the significance difference between male and female, government, aided and private school administrators in their presentation skill and Machiavellianism.

**Keywords:** Presentation skill, Machivelliansim, school administrators.



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### Back ground of the Study

Machiavellianism is defined as a person's tendency to deceive and manipulate others for sole gain. It is the craftiness to manage duality in handling disaster. Machiavellianists have a superficial charm which helps them maintain a pleasant composure. Presentation Skill is defined as the means of communication a person adapts to various speaking situations such as talking to a group, addressing a meeting or briefing a team. It is an effective skill which not only communicates information accurately but also involves body language to emphasize the same. School Administrators: the person who works in middle, high and higher secondary schools. They usually have a master's or doctorate degree in Education or Administration and their aim to ensure smooth functioning of the school without any discord.

### **Need and Significance of the study**

India has become a favorite destination for Education globally. It shares platforms with the other developed countries. Schools face a lot of pressure in trying to be in par with the standards of these countries. This encumbrance falls on the shoulders of the School administrators. They have to correlate with the teaching faculty, non-teaching staff, parents and teachers in order to operate in the direction of the better functioning of the school. They need an exceptional skill that facilitates the frictionless wielding of the School. They employ Machiavellianism to influence their sub-ordinates into obedience. Machiavellianism gives them a non-chalant attitude and an emotional detachment during crisis that enables them to solve problems. They have to be shrewd, sensitive and highly skillful in negotiations. They are competitive and function well in stressful and unstructured situations. They must not be easily swayed by social influences.

Presentation Skill is an important criterion for every administrator. They have to prove themselves who will be leaders taking the institution to great heights. They have to be excellent orators who will direct and have dominion over their staff and students. They serve as the captains who lead the institution towards progress. They have to channelize the energy of their subordinates and capitalize it for the organization. They have to consolidate simple language with short sentences with a touch of personal stories and humor that enables to establish connection with the audience. They have to maintain good body language and eye-contact. They have to manipulate their subordinates towards submission. It is essential for the School administrator to know what to do, when to do, how to do and why to do a task and get it done by their team. The ultimate should be convincing the whole school and not the individual faculty. There is a growing need for School administrators adapt new strategies and techniques for negotiating the disrupted problems in the institution.

### **Objectives of the study**

To find out the significant difference between men and women school administrators in their presentation skill and machiavellianism.

To find out the significant difference in school administrator in presentation skill and machiavellianism with respect to the type of school.

To find out the correlation between presentation skill and machiavellianism among school administrators.

### **Hypotheses of the study**

There will be significant difference between men and women school administrators in their presentation skill.

There will be significant difference between men and women school administrators in machiavellianism.

There will be significant difference in school administrators in their presentation skill with respect to the type of school.

There will be significant difference in school administrators in their machiavellianism with respect to the type of school.

There will be no significant correlation between presentation skill and machiavellianism among school administrators.

### **Operational definition**

**Presentation Skill:** The ability to utilize the non-verbal clues, self-confidence and speaking during their communication.

**Machiavellianism:** The ability to influence other people or environment in one's own favors.

**School administrator:** The heads of the institutions working at high school level.

### **Methodology**

Survey method was followed in this study.

### **Sample and sampling**

A sample of 42 school administrators was selected as sample for the study. Purposive sampling technique was adopted. 16 female and 26 male school administrators were the data for this study. Of which, 15 samples are from private school, 19 from government schools and 8 from aided schools.

### **Tool and its description**

Presentation skill assessment scale was constructed and validated by the investigators. 'Likert' type scale was constructed with 17 items. The responses of the items are strongly agree, agree, disagree and disagree. The nature of the items is both negative and positive.

Machiavellianism assessment scale was constructed and validated by the investigators. Consists of 14 statements with responses like strongly agree, agree, disagree and strongly disagree.

Both the presentation skill assessment scale and machiavellianism assessment scale were submitted to the experts in the field and content validity was tested. On the basis of

experts opinion, the tool was modified and content and face validity was established to the tool.

**Hypotheses wise Analysis**

**1. There will be significant difference between men and women school administrators in their presentation skill.**

**Table: 1** Showing the significant difference in presentation skill with respect to Gender

Gender	N	M	SD	t	Remarks
Male	26	53.46	13.23	0.007	NS
Female	16	53.44	8.16		

From table 1, it is inferred that there is no significance difference between men and women school administrators in their presentation skill.

**2. There will be significant difference between men and women school administrators in machiavellianism.**

**Table: 2** Showing the significant difference in machiavellianism with respect to Gender

Gender	N	M	SD	t	Remarks
Male	26	38.73	10.84	4.85	S
Female	16	52.25	3.00		

From table 2, it is inferred that there is a significance difference between men and women school administrators in their machiavellianism at 0.01 level of significance. Hence, it is stated that men and women school administrators significantly differ in their machiavellianism and the mean score favors for female school administrator.

**3. There will be significant difference in school administrators in their presentation skill with respect to the type of school.**

**Table: 3** Showing the significant difference in presentation skill with respect to the type of school

	Sum squares	of df	Mean square	F	Remarks
Between Groups	18.650	2	9.325	0.068	NS
Within Groups	5361.754	39	137.481		
Total	5380.405	41			

From table 3, it is inferred that there is no significance difference between private, government and private school administrators in presentation skill.

**4. There will be significant difference in school administrators in their machiavellianism with respect to the type of school.**

**Table: 4 Showing the significant difference in Machiavellianism with respect to the type of school**

	Sum of squares	df	Mean square	F	Remarks
Between Groups	2198.273	2	1099.137		S
Within Groups	2688.132	39	68.926	15.947	
Total	4886.405	41			

From table 4, it is inferred that there is a significant difference between private, government and private school administrators in machiavellianism.

**Table: 5 Showing the significant difference in Machiavellianism with respect to the type of School**

Management	t	Remarks	Favors
Government And Aided	2.108	S	Government
Government And Private	4.498	S	Private
Aided and Private	4.21	S	Private

From the table 5, it is clearly understood that private school administrators are at higher level in their Machiavellianism than the government and government-aided school administrators.

**5. There will be no significant correlation between presentation skill and machiavellianism among school administrators.**

**Table: 6 Showing the correlation between presentation skill and machiavellianism among School administrators**

Variables	N	R	Remarks
Presentation skill and Machiavellianism	42	0.69	Positively correlated

From table 6, it is inferred that the presentation skill and machiavellianism of school administrators are positively correlated.

**Findings of the study**

There is no significance difference between men and women school administrators in their presentation skill.

There is a significance difference between men and women school administrators in their machiavellianism. Female school administrators are at higher level.

There is no significance difference between government, aided and private school administrators in their presentation skill.

There is a significance difference between government, aided and private school administrators in machiavellianism and the private school administrator are at higher level in their machiavellianism.

Presentation skill and machiavellianism of school administrators are positively correlated.

### **Suggestions**

A good administrator should be able to steer the crew into progression and development. They need excellent presentation skills in order to convince their faculty. Orientation and training programs on Presentation Skills could be conducted for effective management. They need to have fluency in language, body gestures and maintain contact as well as be able to influence their sub-ordinates into piloting towards pinnacles of success. Government and Government-aided administrators can improvise their presentation skills. Private school administrators can avoid machiavellianism which projects their individual leadership style. They can rather focus on the suggestions from the faculty for better outcome. Sometimes, they are perceived as autocratic or dominant leaders which will deduce their captaincy in the long run.

### **Conclusion**

Strong administrators see machiavellianism as a natural requisite in crisis and disastrous situations. The ability to withstand pressures and not be influenced by the people is an important criteria for any administrator. It is a crucial pointer because they stand as unique individuals who take the reins and lead the institution. It can also be misled as despotism. Verbal fluency is yet another essential skill to create an impact on the faculty, students and the parents. They need to equip themselves up for their survival at the same time the progression of their institution.

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