INTRODUCTION

A leader is a member of a social group whom others are willing to follow because he has demonstrated his mastery in social relationships. He is able to elicit positive reactions towards himself from the group members because they recognized that he can contribute better than other group members to satisfy the needs of the group as a whole. The leader has the potential ability to get others to act in a certain way. He is able to achieve his control over the behavior of the group members because of emotional reactions he arouses in them. The more loyal they are to him and more the group accepts him, the greater will be his power over the group.

A person who is selected as a leader is always popular and commands respect and confidence of other members. He provides strong motivation, gives quick decisions and maintains good disciplines. He trains his followers to solve their own problems and to reduce the stress and strain by themselves, he keeps good communication among the members of the group.

After the Mandal commission, each strata of society has become aware about their rights and duties. In historic period some social units lack behind in the process of mainstream. But now a day we are independent and each member of each and every social unit develop his inner potentials according to his or her capacities. In this context, the study of leadership and their interactions with others is surely a study matter.

➢ SOCIAL SKILLS OF POLITICIANS

Identifying social, psychological and emotional traits can assist psychology researchers to better understand what drives a person to perform or excel in a particular area. In addition, understanding the effects of personality characteristics and social skills is helpful because a mismatch of characteristics and skills could lead to ‘poor performance, dissatisfaction’.

Exploration of individual personality traits is firmly established in the literature. Past studies suggest that within the politics, certain personality characteristics and social skills
lead to an individual’s success (Siegel et al. 2001; Schloemer and Schloemer 1997; Satava 1996).

Lala R. M. (1987) reported that ‘communication, compassion, competence, courage, decision’ making, humility, integrity, man-management, purpose, stamina, teamwork, vision are the main traits of any leader.

These researchers find moral equity and contractualism had the greatest effect. In all of these cases, the reaction of political leaders in certain situations, and not the differences in their personality or social skills.

The present study is directed at finding whether social skill interaction differences exist between SC/ST politicians and other general politicians.

- **FIRO-B AND SOCIAL INTERACTION PREFERENCES**

  The concept of FIRO-B theory and the associated research was developed by Schutz (1958). Although the basic theory of FIRO-B is unchanged, the concept and instrument have undergone some modifications and expansions (Thompson and Schutz 2000; Schutz 1994, 1992).

  The FIRO-B theory identifies three interpersonal needs; inclusion, control and affection that together measure the degree of need an individual has for social interaction using the Social Interaction Index (SII).

  Furthermore, these three needs are broken down into two sub-categories, expressed and wanted. The expressed subcategory measures an individual’s desire to include, like, and control others. The wanted sub-category is the opposite and measures the individual’s need for others to express their desire to include, like, and control them.

  FIRO-B theory is based on the premise of an individual seeking to develop relationships with others. As part of this development of one’s needs, the individual seeks relationships that contain the three interpersonal needs of inclusion, control and affection (Siegel et al. 2001; Thompson and Schutz 2000; Whetten and Cameron 1988). A recap of the various categories and their definition follows:
**INCLUSION**

Inclusion relates to a person's need for interaction ‘and belonging. People like to be social and participate’ in group activities. The degree of need to be included varies among individuals. Expressed inclusion occurs when an individual has a need to include others. Wanted inclusion occurs when an individual has a need to be included. At one end of the spectrum are those people who are extraverted (over-social). At the other end are those who are introverted (under-social).

**AFFECTION**

Affection relates to a person’s need for intimacy and friendship. Like inclusion, need varies in strength among individuals. Some people are very private and others are gregarious. Expressed affection occurs when an individual has a need to like others. Wanted affection occurs when an individual has a need to be liked.

**CONTROL**

Control relates to a person’s need to maintain a satisfactory balance of power and influence in relationships.

Some people are dominant while others are subordinate. Expressed control occurs when an individual has a need to control others. Wanted control occurs when an individual has a need to be controlled.

The Social Interaction Index (SII) is a cumulative score of all three above components (Schutz 1966).

Scores range from 0 to 9 for expressed and wanted sub-categories for each of the three interpersonal needs. The total SII score, therefore, will range from 0 to 54. In this study, the scores of SC and ST leaders will be compared to the scores of other general leaders who are working for public.

Significant differences between these groups would indicate that a different set of social skills are required for other areas, and this information could be useful in making personnel decisions.