

Course load re-defined

It may be easier for some students to receive scholarships and awards as General Faculties Council revised its definition of a "full course load" Monday.

The old definition of a full course load was five full courses taken over a school year.

In consideration of a proposal made by Ray Friedman, GFC rep, council decided that individual faculties be allowed to define what a full course load is with regards to scholarship awards in its faculty.

In cases where more than one faculty is involved, the Undergraduate Scholarship Committee or the Graduate Scholarship Faculty will make the decision.

It may occur that students taking five full courses are in faculties that define a full load as only four. In those cases the top four courses will be considered, provided that no required courses in the discipline are left out of the consideration.

However, students, who

University selling salesmanship

Due to popular demand, the University Department of Extension is offering a second section of Effective Salesmanship to begin November 5.

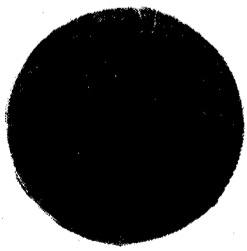
Dr. William A. Prushing, Director of Institutional Research and Planning, The University of Alberta, will be conducting the intensive six-evening course which has been designed to be of particular interest to industrial sales personnel.

The course will be relatively demanding with extensive reading and preparation. It is anticipated that students will have the opportunity of utilizing various types of audiovisual equipment to enhance their sales capabilities.

Topics to be covered include the role of the salesman, management and the salesman, aspects of planning, organizational resources, self-actuation, and change factors.

Dr. Prushing has diversified experience in both industrial and retail selling. He received his B.A. and B.Ed. from The University of Alberta, his M.B.A. from the University of Western Ontario, and his Ph.D. in marketing from the University of Illinois.

Registrations are accepted in Room 228, Corbett Hall, 82 Avenue and 112 Street. The fee is \$45 including the textbook. For additional information, call 432-5067 or 432-5066.



PRISONERS OF CONSCIENCE

If you are interested in helping to free prisoners of conscience in all parts of the world, contact Dr. Les Gue, Chairman, Edmonton Group (Canada 12), Amnesty International. Phone 432-4906 or 433-8642 (evenings).

have had approved course load reductions will still not be eligible for scholarship consideration.

The decision to leave the matter to the discretion of individual faculties came as a

result of lack of consensus between the faculties, the same as occurred in the credit by challenge issue.

The Executive Committee of GFC recommended that the motion be passed.

Motivation seminar

"Motivating the Sales Force," an intensive two-day seminar, is being offered October 31 and November 1 by the University Department of Extension with Dr. William A. Prushing, Director of Institutional Research and Planning, The University of Alberta, as instructor.

The course will be of interest to individuals presently in sales management or slated for managerial responsibilities in the near future. It will cover such topics as role definition, organizational parameters, change, and managerial requirements.

Emphasis throughout the course will be on case discussions and group participation with the major purpose of the program being to initiate an analytical approach to motivation. Students will be expected to draw upon individual experiences and situations in order to analyze cases from the viewpoint of considering alternative approaches and solutions to specific problems.

Dr. Prushing, before coming to his present position, was an Associate Professor of Commerce at the Universities of Alberta and Calgary, and Associate Director, Management Studies, at the Banff Centre for Continuing Education. He is the author of two textbooks and numerous articles on marketing and management.

Registrations for Motivating the Sales Force are accepted in Room 228, Corbett Hall, 82 Avenue and 112 Street. The fee is \$70 including textbook,

materials, and lunch each day. Class hours will be from 8:30 a.m. to 4 p.m. Additional information may be obtained by calling 432-5067 or 432-5066.

Electronic data processing

Application of electronic data processing in the construction industry will be the subject of an eight-week evening course offered by the University Department of Extension beginning October 9.

Robert Schuett, Contracts Manager, Foundation Company of Canada, will conduct Data Processing in the Construction Industry.

The course, of particular interest to construction managers, engineers, and planners who are concerned with improving operating efficiency through more effective control, will examine such topics as commercial and scientific programming, the organization structure including the data processing organization, financing and management of data processing, plotting data flow, and applications to payroll systems, job cost control, inventory control, general accounting, and scheduling.

Class hours will be from 7:30 to 9:30 p.m. The registration fee is \$60 including materials. Registrations are accepted in Room 228, Corbett Hall, 82 Avenue and 112 Street. For additional information, call 432-5067 daytimes.

OPTOMETRISTS

DRS. LeDrew, Rowand, Jones, Rooney, Brin and associates

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10903-80 AVE. 433-7305

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Office hours by appointment monday thru saturday
convenient parking

STUDENT DIRECTORY

Any student wishing to have their number or picture excluded from the Student's Union Telephone Directory are requested to inform the S.U. secretary. Phone 432-4236 and ask for Janet Cunningham.

Detente with UFO's

Florida (ENS) - A retired University of South Florida professor claims that he has direct knowledge that between December 15th and Christmas the government will unveil a new policy of detente toward Unidentified Flying Objects, or UFOs.

Professor Robert Carr was in the news recently when he announced that the Air Force has been secretly hiding the bodies of 12 little men recovered from a crashed UFO four years

ago. Air Force officials have denied all aspects of Carr's story.

But the former professor now says that the government has decided to come clean on the UFO issue. He says that the first lifting of the lid will be a December 15th documentary on NBC-TV concerning UFOs, and then a gradual opening up of evidence, establishing the existence of extra-terrestrial visitors.

The existence of the NBC documentary could not be confirmed.

HALLOWEEN HORROR FESTIVAL

Oct. 31 Doors 7:30

"WOLFMAN" (1941)

Starring Lon Chaney

"DRACULA'S DAUGHTER" (1936)

A classic of the Vampire Films

"THE FEARLESS VAMPIRE KILLERS

Director Roman Polanski

Program commences 8:00 p.m.

Tickets

\$1.00 Advance at Info Desk

\$1.50 at the door.

S.U. Theatre

2nd Floor, S.U. Building.

S.U. RECORDS AND STUDENTS' UNION THEATRE PRESENT:

Self, Sun and Time by Bruce Cockburn

Bruce Cockburn IN CONCERT

TUESDAY NOVEMBER 5
WEDNESDAY NOVEMBER 6
9:00 P.M.

STUDENTS' UNION THEATRE, U.O.F.A.

TICKETS: \$3.00 STUDENTS, \$3.50 NON-STUDENTS
S.U. RECORDS AND S.U.B. INFORMATION DESK