

# Business Workshops Set By Oakland U.

**ROCHESTER**  
 "Business Growth Mentirely new program this term, will be launched by Oakland University's Division of Continuing Education the week of Feb. 16.

The series of five workshops has been designed to provide executives with an overview of major business management functions. "Corporate Plans, Strategies and Tactics" offers analytical and systematic approaches which define business; determine company strengths, weaknesses, resources, opportunities and threats to establishing special progressive business objectives. It will also introduce methods and techniques of technological and environmental research to identify major change factors affecting businesses.

THE "NEW PRODUCT AND Venture Management" workshop will explore the major steps involved in finding, developing and commercializing new products and services into new businesses. Other topics will include product screening, market research, costing, pricing, investment analysis, manufacturing planning and a

full range of marketing planning. A how-to-do-it "Mergers and Acquisitions" workshop will delve into buyers and sellers viewpoints, which is the best

route to new products and markets, plus management expertise. "Human Resources Management" workshop will discuss important but little known

techniques for quickly evaluating and improving corporate, departmental and individual performance and techniques for professional recruitment and retention.

A "MANAGING International Business Development" workshop has also been developed to determine what world markets may exist for com-

panies and ways of becoming involved in these international opportunities. Call or write Oakland University's Division of Continuing Education, Rochester,

phone: 377-2000, ext. 2171 for registration and catalogs describing more than 200 continuing education courses slated to begin the week of Feb. 16. All workshops are designed

as discussions with, not to, practicing professionals. They require both suitable background and experience, however the most important prerequisite is the desire to learn.

## Schoolcraft Negotiators Eye June 30

The Schoolcraft College Faculty Forum announced it has resumed formal negotiations for a new master contract with the board of trustees. Negotiating teams for both sides have been meeting to draft final details for procedures to be followed in negotiations.

Chief negotiator for the board of trustees is W. Kenneth Lindner. Other members of the team are Fred Stefanski and Robert Battista, attorney of the firm of Butzel, Eamon, Long, Gust & Kennedy.

The faculty forum is represented by Chairman Oscar Poupart, Co-chairman Larry D. VanderMolen, Norman Wheeler, Gary Hershoren, Lois Mattson and Stuart Bloom, president of the forum. The faculty has recently submitted its non-economic proposals for the consideration of the board.

Both sides have established June 30 as a target date for reaching a new master contract settlement.

## Alaska Trek Entry Forms Out

The annual "On To Alaska" trip for boys will leave the Detroit area June 25. This annual trip is a continuation of the treks sponsored each year by the late George E. Buchanan.

Chaperon of the tour is Edward J. Kuhn, a teacher at Hazel Park High School.

The entire three-week trip covers 6,000 miles with a stop-over at Banff Springs Hotel in the Canadian Rockies. Any boy in the United States or Canada is eligible to make the journey providing that he earn and save at least one-third of the cost by his own efforts.

Remainder of the cost is paid by the parents. Cost of the journey is \$520 for boys under the age of 12 and \$620 for boys 12 years and over. Application blanks are currently available and may be obtained by contacting Kuhn at 2295 N. Lake Angelus, Pontiac 48065.

## School Day Hearing Set By State

The State Department of Education has set two public hearings on proposed changes in administrative rules affecting teacher tenure provisions and child accounting by local school districts, including the length of the school day.

The child accounting rules hearing includes a proposal to define the length of a school day in terms of hours in class per school year. That hearing will be held starting at 1:15 p.m. Tuesday, Feb. 24, in the auditorium of the Highway Building in the Capitol Complex, Lansing. The need to define the length of the school day arose from a Livonia case in which parents challenged the local school board's decision to put several grades on half-days.

 <p><b>SAVE 2.01</b></p> <p>WHITE OR YELLOW GOLD</p> <p><b>LADIES' PENDANT WATCHES</b></p> <ul style="list-style-type: none"> <li>Beautiful, delicate</li> <li>2 year guarantee</li> <li>Watches not exactly as pictured</li> </ul> <p><b>4.96</b> REG. 6.97</p>	 <p><b>SAVE 7.50</b></p> <p>BUY SEVERAL PAIRS</p> <p><b>BOYS' OXFORDS AND SLIPONS</b></p> <ul style="list-style-type: none"> <li>2 styles to choose</li> <li>Upsets and soles, sturdily constructed</li> <li>Color: black only</li> </ul> <p><b>2.22</b> REG. 2.97</p>	 <p><b>SAVE 31¢-51¢</b></p> <p>100% WASHABLE</p> <p><b>HI-LO LOOP RUGS</b></p> <ul style="list-style-type: none"> <li>100% viscose rayon</li> <li>Latex non-skid back</li> <li>Decorator colors</li> <li>27" x 45" 2.46, REG. 2.97</li> <li>24" x 34" 1.66, REG. 1.97</li> </ul>	 <p><b>SAVE 1.11</b></p> <p>WALL TO WALL</p> <p><b>BATHROOM CARPETING</b></p> <ul style="list-style-type: none"> <li>100% nylon plush pile</li> <li>Non-skid latex back</li> <li>Cut-install easily</li> <li>Lid cover included</li> </ul> <p><b>6.66</b> 5' x 6' REG. 7.77</p>	 <p><b>REVERSIBLE</b></p> <p>LAMINATED</p> <p><b>BOYS' SPRING JACKETS</b></p> <ul style="list-style-type: none"> <li>Novelty rayon lining</li> <li>Knit waist, collar and wristlets</li> <li>Solids/stripes, 6-18</li> </ul> <p><b>3.88</b> COMPARE AT 5.99</p>
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# FRIDAY & SATURDAY DISCOUNT SPECIALS

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 <p><b>SAVE 1.10</b></p> <p>BLOX SEAL QUALITY</p> <p><b>FAST DRYING BASEMENT PAINT</b></p> <ul style="list-style-type: none"> <li>Dries in 30 minutes</li> <li>Fills and seals cracks</li> <li>Resists mildew &amp; water</li> </ul> <p><b>2.87</b> REG. 3.97</p>	 <p><b>SAVE \$1</b></p> <p>TWO STEP METHOD</p> <p><b>EASY TO USE ANTIQUING KIT</b></p> <ul style="list-style-type: none"> <li>Faster and easier</li> <li>No special tools</li> <li>Brush on base coat dry, apply antiquing</li> </ul> <p><b>2.97</b> REG. 3.97</p>	 <p><b>SAVE 64¢</b></p> <p>PRINTS AND SOLIDS</p> <p><b>GIRL'S SPRING JACKETS</b></p> <ul style="list-style-type: none"> <li>Assorted styles</li> <li>Some reversible</li> <li>New hot shades</li> <li>Sizes 3 to Ex; 7 to 14.</li> </ul> <p><b>3.33</b> REG. 3.97</p>	 <p><b>SAVE 30¢</b></p> <p>DERANS 2 LB. BOX</p> <p><b>SPECIAL HEART CHOCOLATES</b></p> <ul style="list-style-type: none"> <li>The perfect gift for your very special sweetheart.</li> <li>Rich, delicious chocolate</li> </ul> <p><b>3.58</b> OUR REG. 3.88</p>	 <p><b>SAVE 22¢</b></p> <p>FLOWER AND BOW HEART</p> <p><b>DERANS CHOCOLATES</b></p> <ul style="list-style-type: none"> <li>1 lb. box of rich, sweet delicious chocolates.</li> <li>Makes a great valentine.</li> </ul> <p><b>1.66</b> OUR REG. 1.88</p>
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 <p><b>SAVE 69¢ VALUE</b></p> <p>THREE FOOT ALUMINUM</p> <p><b>STEP LADDER</b></p> <p><b>3.97</b> COMPARE AT 6.97</p> <ul style="list-style-type: none"> <li>This alloy is 40% stronger than regular aluminum</li> <li>Safe non-slip rubber feet.</li> </ul>	 <p><b>SAVE 20¢</b></p> <p>NEATER PAINTING JOBS</p> <p><b>MASKING TAPE</b></p> <p><b>37¢</b> REG. 57¢</p> <ul style="list-style-type: none"> <li>Tape is handy to cover surface not being painted</li> <li>Available in 3" x 60 yds.</li> </ul>	 <p><b>SAVE 20¢</b></p> <p>HANDY 7"</p> <p><b>PAINT PAN ROLLER SET</b></p> <p><b>57¢</b> REG. 77¢</p> <ul style="list-style-type: none"> <li>Convenient deep well tray</li> <li>Speeds any painting job</li> <li>Makes painting easy</li> </ul>	 <p><b>SAVE 71¢</b></p> <p>FOR A FRESHER LOOK</p> <p><b>BONNE BELL 1006 LOTION</b></p> <p><b>2.66</b> OUR REG. 3.30</p> <ul style="list-style-type: none"> <li>Refresh your complexion</li> <li>Use daily for best results. 8 ounce.</li> </ul>	 <p><b>SAVE 23¢</b></p> <p>FREE SHAVE CREAM WITH</p> <p><b>OLD SPICE AFTER SHAVE</b></p> <p><b>96¢</b> OUR REG. 1.19</p> <ul style="list-style-type: none"> <li>For a refreshing pick-up 4 1/2 oz.</li> <li>Free shave cream 6 1/2 oz. included</li> </ul>	 <p><b>SAVE 42¢</b></p> <p>LARGE SELECTION</p> <p><b>PACKAGE VALENTINES</b></p> <p><b>37¢</b> OUR REG. 47¢</p> <ul style="list-style-type: none"> <li>38 assorted valentines to each package. The children will love giving to friends.</li> </ul>	 <p><b>SAVE 42¢</b></p> <p>WESTINGHOUSE</p> <p><b>FLASH CUBES</b></p> <p><b>87¢</b> OUR REG. 1.29</p> <ul style="list-style-type: none"> <li>Enables you to take beautiful pictures indoors.</li> <li>4 flashes per cube</li> </ul>
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