

These OU psychologists strive to get in your face

Two Oakland University psychologists are studying hundreds of faces - angry faces, frightened faces, sad faces - to gain a better understanding of the processes involved in repression.

Professor Randall Hansen says the research is looking at emotion and its impact on memory and on the interaction of emotion and cognition (conscious appraisal of a stimulus).

Hansen explains that repression involves a person's blocking out of certain memories, usually fairly intense negative emotions like fear, anger or embarrassment. "The memories are there, you just cannot access them," he explains.

The research is being conducted with a three-year, \$225,000 grant from the National Institutes of Mental Health under the direction of Randall Hansen and his wife, Christine, who is an assistant professor of psychology. They are assisted by eight OU undergraduates who are running the psychophysiology laboratory in the department of psychology.

The researchers have studied nearly 300 subjects thus far. "The subjects' psychophysiological responses to other human faces showing primitive emotions are measured as frequently as 1,000 times a second. Eye, facial muscle, and psychological responses are charted," Randall Hansen says.

"The professor says he believes 'psychophysiological measurements taken of the subjects will show that we have emotional reactions to another person's frightened or angry face before we are fully aware of the emotion that the person is expressing. Another person's face triggers an immediate emotional response.'"

Christine Hansen claims that "if these findings hold up under



Facing up: Oakland University student Mike Winters of Birmingham hooks up the necessary electrical connections for student Morgan Caskey of Howell. This is part of a psychology experiment in which students chart reactions to pictures of human faces.

replication, they will lead us to question the conventional wisdom that a person must make a full conscious appraisal of a stimulus before having an emotional reaction." Instead, the findings support those who argue that emotions can be triggered by automatic processing of stimuli.

The Hansens say their research could present an important avenue for investigating repression, and Randall Hansen notes that "both subjects who are repressors and those who are not should show the same nonconscious facial responses to negative emotional stimuli but evidence a lesser facial response once conscious attention

has been devoted to the stimulus."

Randall Hansen claims that "research demonstrating those effects would clearly document operation of the core mechanism of repression: initial emotional reactivity to negative stimuli that is blunted or disappears at the conscious level of processing."

The two scientists claim that a better understanding of the interplay of emotion, memory, and cognition is crucial in learning more about repression, an important concept in clinical psychology. The relationship of emotion and cognition is also one of the basic questions of psychology, they feel.

Children's rights speech set

Lillian Mellen Genser, the former director of the Wayne State University Center for Peace and Conflict Studies, will make a speech called "The Rights of Children: A Dream No Longer to

be Deferred" at 10:15 a.m. Saturday, at the Troy Public Library.

The program will begin with a musical performance by Simon Zerkhin, a Russian-born violinist,

age 10, who lives in Southfield. He'll be accompanied by pianist Marina Zerkhin.

For additional date, call 540-9132.

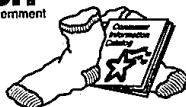
"YOUR FREE CATALOG KNOCKED MY SOCKS OFF"

Our free Catalog of free and low-cost government booklets will very likely impress you, too.

But first you have to get it.

Just send your name and address to:

Consumer Information Center
Department KO
Pueblo, Colorado 81009



A public service of this publication and the Consumer Information Center of the U. S. General Services Administration

How Well Do You Excel In Selling ?

When you're in sales, your major concern is to:

1. Close the sale
2. Make a "drop-dead" presentation
3. Put everything in writing
4. Hire the best salesperson
5. Manage the sales team
6. All of the above

The answer is (6). Smart professionals keep in mind all the above objectives—the goals that encompass The Socratic Sales Curriculum.

New from Communispond, the innovator in sales training, the Curriculum offers you five distinctive programs:

Socratic Selling, Sales Presentation Skills, Selling On Paper, Hiring The Right Salesperson, Communicating For Improved Sales Performance. Those are the skills that win business.

Send or fax the coupon below or call (313) 948-9700 and you'll be on your way to excellence in all aspects of selling.

Introducing...The Socratic Sales Curriculum

Mr. John Vautier, Vice President
Communispond, Inc.
26777 Central Park Blvd.
Southfield, MI 48076

Please send me your information packet on the magic and power of The Socratic Sales Curriculum. I'm especially interested in
☐ Socratic Selling ☐ Sales Presentations
☐ Selling On Paper ☐ Hiring The Right Salesperson
☐ Communicating For Improved Sales Performance.

Name _____
Title _____
Company _____
Address _____
City _____ State _____ ZIP _____
Telephone _____

The Socratic Sales Curriculum

Tel: (313) 948-9700

from Communispond, Inc.

Fax: 313 948-9704

Five Sales-Training Programs: The Skills That Win Business

Mention this advertisement for a 20% Communispond discount.

CHURCH'S LUMBER INVENTORY CLOSE-OUT SALE SAVE UP TO 50% OFF

We're making room to expand our Lumber, Millwork and Building Materials Departments. We're offering BIG savings on selected overstock and complete line close-outs. Don't miss this sale!

- Hand Tools and Hardware
- Selected Power Tools
- Tool Boxes
- Shop Vacs
- Pipe and Fittings
- AWC Louvered Bifold Doors
- Care-Free Storm Doors
- Ladders
- Basement Storm Windows
- All Weatherstripping Products
- Duracell Batteries
- Rope By-the-Foot
- Wire By-the-Foot
- Wrought Iron Railing
- Cleaning Supplies
- Interior & Exterior Lighting
- Trayco Bathtubs & Surrounds
- Kinkead Tub
- Shower Enclosures
- Vanities & Bath Accessories
- Belwith Cabinet Hardware
- Stanley Closet Organizers
- Garbage Disposers
- AND MUCH, MUCH, MUCH, MORE!!!



10% OFF

Take an additional 10% off your already reduced Inventory Close-Out pricing when you bring in this coupon.

Coupon Expires 6/1/93

M



4000 0012 3456 7899

Preferred Customer



Yards	Mon-Fri	Sat	Sun
Utica, Romeo, Lapeer, St. Clair, Oxford, Oak Park, Sterling Heights	7:30 to 7:00	7:30 to 8:00	8:00 to 8:00
Brighton, Lincoln Park, Livonia, Waterford	7:30 to 8:00	7:30 to 8:00	8:00 to 8:00

Brighton 227-9722
8540 W. Grand River just S. of I-96

Lapeer 664-8581
276 N. Saginaw btw. M-21 & Oregon

Oak Park 967-2200
14350 W. 8 Mile near Greenfield

Oxford 628-4848
160 S. Washington near Drabner

Sterling Hgts. 268-3440
33663 Mound Rd. near 14 Mile

Utica 731-2000
44865 Utica Rd. at Auburn

Lincoln Park 928-3300
2615 Dix btw. Southfield & I-75

Livonia 476-7420
31245 W. 8 Mile at Merriman

Romeo 752-3511
410 E. St. Clair (32 Mile)

St. Clair 329-4781
2275 Fred W. Moore Hwy. near King Rd.

Waterford 682-3040
3645 Highland (M-59) at Cass Lk. Rd.

In-Stock merchandise only. May not be combined with other Special Offers or Discounts.