Top salesman tells technique

David Clapper, 27 may be young bit he sold more than \$15 million in property last year.

Head of the investment department of the Southfield's Hartman Group, Itealiurs, Clapper found that the poor etonomy, could be 'good for commony coul

How black MBAs are getting on

A black male with an MHA degree may command a higher starting salary than his white counterpart, but the white male will earn more in the long run. That is what the results of a survey of employment and job satisfaction among minority graduates show, says Dr. David L. Ford Jr. a visiting prefessor at Michigan Sate University, who is teaching a course on minorities and women in business. According to the study, the aversage back male with a master's degree in business administration earns about \$1,000 to start of the study, the aversage black male with a master's degree in business administration earns about \$1,000 to start of the study, the aversage has been supported by the white male flowers have been supported by the white male flowers have been supported by the study of the study of

THE STUDY was conducted by Ford, who is on leave from Purdue University, and Dr. Harold A. Brown of Southern University.

Via mail questionnaires, they sur-

FOUND IN DETROIT: the lost art of tailoring

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C. R. CHAREST, P-11798, Attorney for Plaintiff. 75-123,395 STATE OF MICHIGAN — in the Cir-cuit Court for the County of Oak-

SEATE OF MICHIGAN—In the Circuit fourt for the Counts of Oakland
SHARINI, TRUSEN, Planniff, vs
SHARINI, TRUSEN, Planniff, vs
JAMES B TRUSEN, Defendant,
URIDER TO JANNER At a session
of said Court, held in the Courtbases
of said Court, held in the Courtbases
of said Court, held in the Courtbases
of the Court, Andrew
On the 31 day of March, 1973, an artion was filed to silk ARON, LTRUSEN, in this Honorable Court, and
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sentiated by any on or before the 27
day of June, 1975. Failure to comply
this, this three will result in a Judgment by default against the Defendant for the relief prayed for in the
Complaint being June 1985.

C. R. CHAREST, P-11736, Attorney for Plaintiff. 75-123.95 STATE OF MICHIGAN . . In the Cir-chit Court for the County of Oak-

veyed 181 people about job expectations, placement, progression, mobility, satisfaction, salaries, and career goals. Most subjects were graduates of a consortium program for graduate study in management which provides fellowships for minorities Six universities are in the consortium. "We undertook the study." For all the says "because relatively little is known about minority MBAs, since they are newcomers on the corporate scene."

Minority group representation in corporate ranks was almost nonexistent until recently, he says "Their study also showed a disparity between starting salaries of corporation of the study of the says of the

from black universities as poorly trained "It could also be that competition for graduates of MBA programs at black universities is not as keen as at major white universities. therefore, these alumni accept lower salaries just to be employed."

Although only one per cent of the respondents was female, Ford believes the study dispets the myth that black clemales salaries exceed those of all females salaries exceed those of all

"This myth is based on the fact that black females satisfy two categories embodied in equal opportunity guide-lines

"BUT EVEN FEMALE consortium graduates earned starting salaries that were much lower than their black peers."

The researchers also concluded that the MBA degree does make a difference in the rate at which minority group members successfully enter corporate ranks, but not in the rate they move upward. Of those surveyed. To per cent were in trainer or first-level supervisory positions although some had been out of graduate school five wars. Only 27 aper cent of the white MBAs were at that level as reported in a recent study by another researcher. The slower promotion rate for blacks contributes greatly to the organizational stress a superienced by them. Ford maintains, and says this stress is much greater for blacks than for whites.

"As a group black professionals."

stress is much greater for Discrassional for whites
"As a group, black professionals eventually reach a plateau in the corporate hierarchy and in order to advance they must often sacrifice self respect and self identity after the spect and self identity and the self-reached sel

New manager at Michigan Inn

Western International Hotels has announced a change in the top manage-ment of its six-month-old Michigan Inn in Southfield.

Jack L. Gaines, general manager of the 425-room hotel since its opening, has been transferred to Western Inter-national's Carlton Hotel in Johannes-burg. South Africa.

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BUSINESS PEOPLE





K. I. Leighton B. P. Blassard
KIRK LEIGHTON of Weat
Bloomlield has been appointed treasurer of Vlassic Foods, Inc. He joined
the firm last year as assistant to the
treasurer.

BIRK P. BINNARD of Birmingham
has been promoted to systems officer
the National Bank of Detroits general services division. With the bank
for two years, Binnard is responsible
for development and maintenance of
the system control program for its
computers.

JOHN W. LANZEFTA of Form.

computers.

JOHN W. LANZETTA of Farmington Hills, president of Michigan
Tile and Marble Co., has been elected
a member of the supervisory committee for the Construction Federal
Credit Union in Detroit for 1975.

AUGUST J. EXNER of Bloomfield Hills has been appointed manager of Burroughs Corp's data centers small systems group, headquartered in De-troit. His most recent assignment with the company was control super-visor.





EDWARD AUTTERSON of Troy has been appointed manager of Darin and Armstrong's construction manage-ment department. He jouned the com-pany in 1849 and was elected an offi-

PAUL NASH of Farmington has been appointed account executive with AMCOR-American Marketing Corp of Birminham.

EDWARD C. SEILS, JR. of Birmingham has joined MSP Industries, a substitutive of M. R. Grace and Co. as president and chief executive difference in the bas also been named a vice president of Grace's lensure-performance in sales staff seven years ago.



iforms Institution for Women at Sacramento. She was most -receifly president of Executeam, Inc., a consulting
jurn, and Brook Carry Associates of
Southfield a firm that remuits
somen for management positions.

DENIS P MONTRONE
miniparm for management of program
timing for American Motors Corp possenger cars and Jeep vehicles. He
will also be responsible for long-rangefacilities; planning.

CHARLES W. DROUTILARD of
farmington has been named division
manager of the directory staff of
Michigan Bell Telephone Co. He has
been with the company for 15 years,
the last three in the Deriotal area
where he was involved with marketing. planning and directory departments.

Business at a Glance

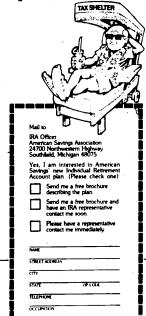
CHRISTOPHER L. GILSON of Bir-mingham has been named senior vice president of the consumer business group of Advance Mortgage Corp He will supervise residential loan and sec-ond mortgage divisions for the com-pany.

DR DUANE L BLOCK of Lath up Village has received the Knudsen Award presented by the American Or-cupational Medical Asso in recogni-tion of "distriction in the field of oc-cupational medicine and hygene". The award was made at the associ-ations 60th annual meeting in San Francisco

RICHARD H HEADLEE of Farmington Hills, president and chief executive officer of the Alexander Hamilton late Insurance Corp. has been selected as an honorary member of the Beta of Michigan chapter of Beta Gamma Sigma national business honors ociety. The membershup was presented at the University of Detroit

S101

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