

FOR RELEASE:

IMMEDIATE

Mailed April 14, 1987

YOUNGSTOWN, Ohio - Youngstown State University's Office of Continuing Education will offer a six-week course for sales professionals beginning April 21.

"Psychology of Successful Selling" will be held from 5:40-7:30 p.m. Tuesdays.

Topics will include: the essentials of a successful salesperson, psychology of selling, effective sales techniques, how and when to close, and getting and controlling sales interviews. Participants will also have the opportunity to observe their own performance on videotape.

George Dubec of Warren will instruct the course. He is a sales and management consultant for GEO Enterprises.

The course fee is \$90.

For more information, or to register for "Psychology of Successful Selling," call the YSU Office of Continuing Education at (216) 742-3358.

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YOUNGSTOWN, Ohio - Kilcawley Center's Art Gallery at Youngstown State University will feature the work of guest artists Carol Wald and Barbara Nessim in an exhibit, "The Visual Image," April 26 - May 23.

The show is free and open to the public and will feature some 40 pieces of art.

The artists will be present at an opening reception in the gallery from 10-11 p.m. April 24.

The two artists are appearing as YSU Wean Lecturers.

Carol Wald, a collage artist, illustrator, and painter, holds the coveted Gold Medal of the Society of Illustrators as well as other major awards. Her 10-foot mural, "The New Spirit of '76," which hangs in Cleveland's City Hall, has been called America's official Bicentennial painting.

Her illustrations have appeared in many publications, including Time and Fortune, and on the covers of Business Week, the New York Times Magazine and others. Her posters have included Broadway shows and the Youngstown Symphony production of "Aida."

Barbara Nessim, internationally known innovator in electronic art and computer graphics, has received more than 200 awards for excellence in fine art and illustration between 1960 and 1985, including the 1985 Society of Publication Designers' Silver Award for her cover on Art & Architecture. Her works have been exhibited across the U.S. and abroad, and in 1983 were in a group exhibit at the Butler

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Add One

Institute of American Art. She has taught at the School of Visual Arts, the Fashion Institute of Technology, and the Pratt Institute in New York.

Gallery hours are 10 a.m.-4 p.m. Monday, Thursday and Friday; 10 a.m.-7 p.m. Tuesday and Wednesday; and 11 a.m.-3 p.m. Saturday.

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