

FOR RELEASE:

IMMEDIATE

Mailed Jan. 13, 1986

YOUNGSTOWN, Ohio - "It's an opportunity for students to show their talent and to give community exposure to their work," said art educator Rose Cuculic in reference to the annual Northeastern Ohio Regional Scholastic Art Exhibition.

The North Junior High teacher and 20 other judges who include artists, photographers, YSU faculty and art educators will judge junior high and high school art students' work 9 a.m.-5 p.m. Saturday, Jan. 24, in Bliss Hall of YSU's College of Fine and Performing Arts.

The selected works will be on exhibit to the public Feb. 8-25 on the first and fourth floors of Bliss Hall, Wick Avenue. Hours are 9 a.m.-7 p.m. Monday through Friday and 1-5 p.m. Sunday. A number which are chosen for national competition will be exhibited in New York City.

The program is co-sponsored by Youngstown State University and Bank One of Eastern Ohio NA. It is conducted nationally by Scholastics, Inc. of New York City.

Approximately 2,000 entries that art teachers in Mahoning, Columbiana, Trumbull, Belmont, Harrison and Jefferson counties selected as the best work from their classes have been submitted to Youngstown State for the regional competition.

Categories include: painting, drawing, prints, textile design, sculpture, pottery, photography, graphics and jewelry.

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An awards ceremony will be held from 12:30-2:30 p.m. Sunday, Feb. 8, in the Chestnut Room of YSU's Kilcawley Center.

Richard Mitchell of East Palestine, YSU professor of art, is chairman of this year's regional advisory committee.

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EDITOR'S NOTE: From 3-6 p.m. Thursday, Feb. 5, entries selected for the exhibit will be hung in Bliss Hall.

NEWS SERVICE - dP
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FOR RELEASE:

NEWS DIRECTORS/EDITORS

The judging for this year's Northeastern Ohio Regional Scholastic Art Exhibition will be from 9 a.m. - 5 p.m. Saturday, Jan. 24 in Bliss Hall of YSU's College of Fine and Performing Arts.

The awards ceremony will be from 12:30-2:30 p.m. Sunday, Feb 8 in the Chestnut Room of Kilcawley Center.

Enclosed is a copy of our Jan. 17 release on the show.

Contact at these events is Professor Richard Mitchell of the YSU Art Department. His campus phone number is 742-3628.

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NEWS SERVICE - AB

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FOR RELEASE: IMMEDIATE

Contact: Bob McGill



Mailed January 13, 1986

YOUNGSTOWN, Ohio - Sales professionals know--If you can't close, you can't sell.

However, though many of these same professionals understand the mechanics of the closing process, they lack the insight into basic customer motives, which can produce frustrating stalls and objections.

In "Psychology of Closing Sales," a six-week course to be offered in February by the Office of Continuing Education at Youngstown State University, participants will be introduced to behavior shaping skills that will enable them to become a far more effective communicator, and sales person. It will teach ways to understand what the prospect really means, regardless of the words he/she used.

Classes will be held from 5:40-7:30 p.m., Thursdays, beginning Feb. 6 and continuing through March 13.

The instructor is George Dubec of Warren, who works for the Packard Electric Division of General Motors Corp. and holds a Bachelor of Science degree in Industrial Management from YSU.

The course fee is \$90, or \$75 for individuals registering before Jan. 23.

To receive a free brochure or to register, call the YSU Office of Continuing Education at (216) 742-3358.

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