

FOR RELEASE: IMMEDIATE



Mailed January 2, 1985

Contact: Marcia Townsend Hilliard

YOUNGSTOWN, Ohio - The Office of Continuing Education at Youngstown State University will offer a six-week course, "Blueprint Reading I," on the YSU campus from Jan. 23 through Feb. 27.

Participants in the course will be taught to recognize the various types of blueprints descriptions and to read blueprints accurately. Individual topics to be studied will be lettering styles, dimension types, basement, upper floor and roof plans, interior and exterior elevations, wall sections, interior finishes, as well as site, foundation, electrical and mechanical drawings.

The class will meet from 7:30 - 9:30 p.m., Wednesdays. The course fee is \$65.

Instructor for the blueprint course will be Herb Moore of Poland, who is the designer with YSU's Administrative Services.

For further information, or to register, call the YSU Office of Continuing Education at (216) 742-3358.

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FOR RELEASE: IMMEDIATE

Contact: Bob McGill



Mailed January 2, 1985

YOUNGSTOWN, Ohio - Youngstown State University's Office of Continuing Education will conduct a six-week course for sales professionals, "Psychology of Closing Sales," beginning Jan. 24. Classes will be held on campus.

The course will offer psychological insight into customer motivation and focus on the ability of salespeople to close sales successfully.

Pertinent topics will include: qualities of a successful salesperson; the psychology of selling; sales techniques; how and when to close; how to turn objections into sales; and sales interviews.

Teaching the course will be George Dubec of Warren, who holds a degree in business administration, and who is a product control supervisor at Packard Electric Division of General Motors Corp.

The course will be held from 7-9 p.m. on Thursdays through Feb. 28. The fee for the course is \$65.

For further information or to register, call the YSU Office of Continuing Education at (216) 742-3358.

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YOUNGSTOWN, Ohio - "Algebra Refresher," a brush-up course in algebra for adults, will be offered by Youngstown State University's Office of Continuing Education from 5:40-7:30 p.m. on eight consecutive Thursdays, Jan. 31 through March 21.

The course is designed for those with little algebra experience, or experience that was acquired several years ago, and who need a refresher course, either because of new job demands or to prepare for entry into college-level mathematics.

Enrollment will be limited to facilitate one-on-one classroom assistance in a relaxed environment.

The instructor will be Don Maxwell, a graduate teaching assistant in the YSU Mathematics Department.

The fee for the course is \$75. All classes will be held on the YSU campus.

For further information or to register, call the YSU Office of Continuing Education at (216) 742-3358.

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YOUNGSTOWN, Ohio - Youngstown State University's Planetarium program, "Sentinel: The Search for Life" will open with a 2 p.m. showing Jan. 24.

"Sentinel" will explore man's questioning search for his own origins and examine current methods being used by scientists to search for other life forms in the universe.

Planetarium shows are free and open to the public, but reservations are required because of the limited seating capacity.

Reservations can be made by phoning the Planetarium at (216) 742-3616. Reserved seats will be held only until five minutes before showtime. All programs begin promptly and latecomers cannot be admitted once the show has begun.

Because the subject and setting are inappropriate for them, pre-school children cannot be admitted.

Other dates and times for "Sentinel" are:

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| Jan. 25 | 8 p.m. |
| Jan. 26 | 2 and 8 p.m. |
| Feb. 1 | 8 p.m. |
| Feb. 2 | 2 and 8 p.m. |
| Feb. 8 | 8 p.m. |
| Feb. 9 | 2 and 8 p.m. |
| Feb. 22 | 8 p.m. |
| Feb. 23 | 2 and 8 p.m. |

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