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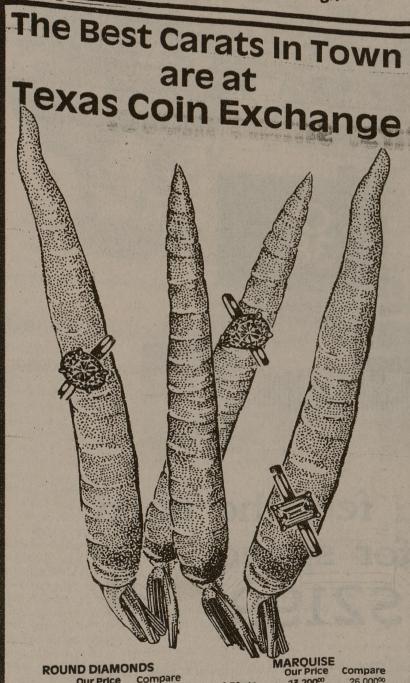
Needed:

Aggieland photographers Information session Thursday, March 10 7 p.m. in room 014 Reed McDonald

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Business class offers insight into 'real world'

By Natalie Hedblom Reporter

Thursday nights, if you are looking for a free night out at the Chicken Oil Company and a lesson in how to succeed in the business world, the place to be is in Dr. Ella Van Fleet's and Clayton Williams

Jr.'s class in entrepreneurship.
Van Fleet, a visiting management lecturer at Texas A&M who designed the course five years ago, tea-

ches the theory part of the course. Williams, Class of '54, was listed in Forbes magazine in 1982 as one of the 400 richest people in America. He applies the theories Van Fleet teaches to his own experiences.

Van Fleet, who came to A&M in 1977, said she designed the class in response to students' complaints that their classes were not relevant to the

"This class bridges the gap be-tween the classroom and the real world," she added.

Williams says the class is a build-

ing block for success.

"It teaches honesty, integrity, tenacity and balance; it is a broad look at what it takes to be a success in business and be honest and happy desire it "he acid." doing it," he said.

Williams has been teaching the course for five years but only in the spring semester, because fall is hunt-

ing season, he explains.

He flies in from Midland twice a month in his maroon and white private jet to talk about his successes and failures.

One of Williams' teaching stategies is to treat his students to beer, burgers and advice after class at the Chicken Oil Company. "With a couple of beers the stu-

dents feel more relaxed and may ask

questions that they might not ask in front of the class," Williams explains. Learning and having fun at the same time is part of Williams' philos-

"I like to have fun and you should have fun, too," he tells his students. "You can make a lot of money and have a good time. Also you'll get further than if you just work all the

"I enjoy teaching this class. I feel that I continue to learn and to eval-uate my company as I teach the

Many students call the class "How to Make a Million Dollars," but Williams has his own name for the

"Ella will teach the theory and I'll come in and just shoot the bull," Williams says. "In fact, we will just call this Bullshit 201," Williams explains. "When the students were back for the sayond time a student in the the second time, a student in the class raised his hand and said, 'Mr. Williams, we want to change the the name of your course. Your bullshit is so advanced we want to call it Bullshit 489.' "

Williams, who pledged and paid \$2.5 million for the Texas A&M Association of Former Students alumni center, which bears his name, says he likes to have enough fun, jokes and humor to keep the students inter"But it is not an easy course," he

For designing the entrepreneur course, Van Fleet was recognized by the Southern Business Administration Association's Innovation Awards Program and Freedom Foundation at Vally Forge, Pa.

Van Fleet said the class consists of quizzes each week over the assigned readings. These quizzes are worth 60 percent of a student's grade. The other 40 percent of the students' grades consist of an interview with a business leader. These interviews then are presented to the class, she

"The students need to learn more social skills," Van Fleet says. "And presenting their interviews to the class is one way of improving these

Even though the course is difficult, the instructors like to have a family atmosphere in the classroom,

Van Fleet says.

Instead of being a regular lecture course, the class is more like a discussion among 60 students, she says. Williams says he feels he provides a father image to the students.
"We become friends," he said.

Williams explained that he discusses his own personal and business problems with his students, which he feels brings him closer to his stu-

"I have had a lot of failures and I spend a good bit of time talking about these failures," Williams says.

Williams says he wants his students not to be afraid to try. "Failure is okay as long as you don't continue to fail," he says,

laughing.
Williams, who has been called the

"ultimate Aggie" — perhaps because of his senior-boot-shaped swimming pool, the A&M flag that flies over his Midland office building and his maroon and white cowboy boots made his fortune in ranching, oil and gas. He also founded ClayDesta Communications, a digital fiber optic and microwave long-distance net-

Williams has donated more than \$4 million to A&M. He said he is "high on his alma mater" because he says he feels this is where it all

"I know no greater honor than having your name on the former students building," he says. "I was delighted when I was asked and I was delighted when it was paid for."

The love that Williams has for

A&M is no secret, he says. Van Fleet says that when she

asked Williams to teach the class, she didn't have to twist his arm to get Van Fleet founded the Entrepreneurship Society at A&M in

"I feel qualified to teach this course because of my background," she says. "I have grown up around this field all of my life. I don't remember any of my family ever working for someone else.

Van Fleet says she feels the most important thing about the class is not making money — it is that the students should be happy with whatever they are doing.

What's Up

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Thursday

INTERNATIONAL DEVELOPMENT FORUM: will present the film "The Figh Food" at 7 p.m. in 601 Rudder.

SOCIETY OF WOMEN ENGINEERS: will have a speaker and ice cream;

p.m. in 105C Zachry.

AGGIE SPACE DEVELOPMENT SOCIETY: Bill Agosto, president of Luna
Luna Luna resource utilization at 7 p.m. in 410 Rudder. ALPHA EPSILON DELTA/PRE-MED HONOR SOCIETY: will have a

speaker at 7 p.m. in 302 Rudder.

SOCIETY OF ATHEISTS, AGNOSTICS AND FREETHINKERS: will have a speaker at 7 p.m. in 302 Rudder.

SOCIETY OF ATHEISTS, AGNOSTICS AND FREETHINKERS: will have open discussion on religious factors and influences in 1988 politics at 7 p. 604A-B Rudder. All society officers should attend.

ECUADORIAN STUDENT ASSOCIATION: will present a popular art expos and a popular band from Ecuador at 7 p.m. in 228 Rudder.

AGGIELAND: will have an informational session for prospective photograp at 7 p.m. in 014 Reed McDonald.

at 7 p.m. in 014 Reed McDonaid.

TAMECT: will have a general meeting at 7 p.m. in 301 Rudder.

INTRAMURALS: will have an innertube water-polo captain's meeting at 5 p.m. at 205 and a volleyball-triples captain's meeting at 6 p.m., both in 167 Read.

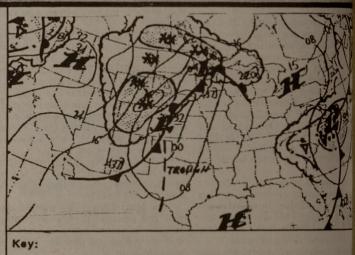
TEXAS GRASS ROOTS COALITION: will meet at 7 p.m. at 205-1 Supportings. This is an informative Christian political organization designed to the content of the Texas government by prayer and constituent input. NATIONAL SOCIETY OF BLACK ENGINEERS: will have a general mee 7:30 p.m. in 308 Rudder

Friday

LATTER-DAY SAINTS STUDENT ASSOCIATION: Institute Director E Wolferts will speak during the sandwich seminar at noon at the Institute Bing. There also will be an LDSSA Council meeting at 3 p.m. in the same built

Items for What's Up should be submitted to The Battalion, 216 Reed McD no later than three business days before the desired run date. We only the name and phone number of the contact if you ask us to do so. What a Battalion service that lists non-profit events and activities. Submissions on a first-come, first-served basis. There is no guarantee an entry will run. have questions, call the newsroom at 845-3315.

Weather Watch



= Lightning

= Rain Shower

Sunset Today: 6:29 p.m.

▲ | Ice Pellets

Sunrise Friday: 6:39 a.m.

Map Discussion: The low pressure system and associated front off the Caolin Coastal area will move offshore with high pressure being the dominating influence from the Eastern Great Lakes to the Gulf Coast. The pacific front from the Western Great Lakes to El Paso, with a wave (Low pressure center) over Western Kansas, will produce a significant snow event for the Central Plains today, tonight and tomorrow. The far west will have also weather under the high pressure system over Oregon while the next Pacific from approaches the Washington and Oregon coast.

Today: Partly cloudy and warm. High near 80. Winds will be southerly at 10 gusting to 18 mph.

Tonight: Fair and mild. Low temperature 51. Winds will be from the south at the to eight mph.

lay: Increasing cloudiness and windy in advance of the approaching cold High 77 with gusty south winds.

Weather Fact: The outlook for the weekend is for cloudiness, cooler tempand a chance of showers and/or thundershowers.

A&M Department of Mete

Council members upset over raises for mayor's aides ays. Levi

members are questioning Mayor Kathy Whitmire's promotions, with \$10,000-a-year raises, for two of her top aides after having promised to abolish staff pay boosts.

for a reorganization of her office and promised she wouldn't use it to give staffers pay raises, do," she said.

unrelated to the reorganization, and were due to mine, is when someone leaves and there the departures of two aides who held the jobs.

The two promotions became effective three days after Whitmire won shaky council approval rienced employees from within, and that's the option we chose, just as many of our departments

council members said Tuesday.

Whitmire has claimed the promotions were to get more money in any department, including the promotion when the promotion were to get more money in any department, including the promotion when someone leaves and there is the promotion of the promot Right now, the only time anybody is eve cancy at a higher level, and then someone to be promoted into it," she said.

Some council members were not con-The mayor was clearly untruthful when told council members the reorganization of not result in any pay raises for her emplor Councilman Dale Gorczynski said.



